A U.S. DEPARTMENT OF COMMERCE WEEKLY

# International Commerce

April 28, 1969

**On-scene economic reports from six overseas posts**

**Latest report on U.S. share of 50 world markets**

# International Trade Winds

## Company News

DESALTING—Aqua-Chem, Inc., Milwaukee, announced the beginning of operations at one of the firm's seawater desalting plants, supplied to the American Independent Oil Co. (Aminoil), in Kuwait. Gordon F. Leiter, vice president of the desalting firm, said the $500,000 unit has exceeded its originally rated capacity of 450,000 gallons per day. The new facilities refine residual crude oil with a high sulfur content. The distillation unit makes purer fresh water available for hydrogen manufacturing, enabling Aminoil to reduce the sulfur level of residual crude oil to 1% or less from a level of 4%. Aminoil extracts 100,000 tons of sulfur per year and processes 35,000 barrels of high sulfur oil per day.

ALUMINUM—Kaiser Aluminum and Chemical Corp., Oakland, Calif., and Preussag A.G., Berlin-Hannover, Germany, have announced plans to form a new company, Kaiser-Preussag Aluminium, G.m.b.H., for the purpose of constructing and operating an aluminum smelter at Voerde/Dinslaken on the Rhine. Both firms will each pay one half of the initial capital of the new company (about $20 million). In addition, Kaiser will contribute its knowhow in aluminum production and Preussag its marketing knowhow and organization for non-ferrous metals. Financing possibilities, attractive power rates and other incentives facilitated the decision of Kaiser-Preussag to locate the new company on the Rhine.

STEEL—Dravo Construction Ltd., subsidiary of Dravo Corporation, Pittsburgh, has been awarded a turnkey contract to design, furnish, construct and begin operations of a complete basic oxygen steelmaking facility for the Steel Company of Canada, Ltd., to be constructed at the present site of Stelco's Hilton Works at Hamilton, Ontario. The new facility, part of Stelco's $102 million expansion program, includes three 120-ton basic oxygen furnaces with auxiliary service systems; provisions for handling scrap, hot metal, slag and other materials; and an extensive waste gas cleaning system to remove 99.7% of the dust created in steelmaking. Dravo will start field construction this fall.

# Newsletter

Five U.S. airlines with international routes are joining with Commerce and the Small Business Administration as co-sponsors of export seminars around the country. Braniff International, for example, is participating in its first conference, at Dallas May 15, under the theme "Marketing in Latin America."

Reports from 13 members of a traveling Export Credit Seminar held last month in Bangkok, Kuala Lumpur, Manila, Taipei and Seoul show that the meetings had sales results as well as informational benefits (the major aim). The conferences in the five Southeast Asia capitals sought two-way clarifications among businessmen and government officials on the various export financing programs offered by U.S. private banks, private business concerns and government agencies, and local credit problems and requirements.

Who knows what the next five years will bring for U.S. trade, generally, and for specific industries? No one, really, but some of the best-informed estimates are in a new report, "U.S. Foreign Trade: A Five-Year Outlook," summarized in our Apr. 14 issue. The full report costs $1, from Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

A three-way thrust by the State of Virginia into European markets is one way to describe that State's new office on Avenue Louise in Brussels. Virginia's recently-established International Trade and Development Department of the Division of Industrial Development now joins two other State agencies, the State Ports Authority and the Department of Agriculture and Commerce, at this hub for market development. Virginians know what a European office can mean for them; the Ports Authority has had a Brussels office since 1955.

"They flew into town and closed the deal"—how many times has that been said. . . But a different meaning came out of this comment when it was made by Jack Summers, Johannesburg sales manager for Hewlett-Packard. He was referring to the arrival of H-P's flying exhibition (our issue of Feb. 10 announced it) of electronics equipment. Such showings, he said, are effective with new and costly technical products that "cannot be fully appreciated by the customer unless he has the opportunity to see what they do and work them himself."

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## in this issue

The World Market Report, published quarterly and appearing on pages 4-7 of this issue, presents information in text and tabular form on 50 leading importing countries and the U.S. share of each of these markets. Also in this issue are economic and commercial reports from U.S. foreign service posts in Spain, Japan, Netherlands, Saudi Arabia, Costa Rica, and the French Caribbean.

April 28, 1969

Volume 75
Number 17

# International Commerce

*Published by*

BUREAU OF INTERNATIONAL COMMERCE

**U. S. Exports Gain in Most Leading World Markets** 4
Seven of our top ten customers expanded purchases in U.S. by 10% or more; but our share moved down in many trading nations

**Pennsylvania Firm Earns 'E' for Tripling Exports** 8
Jerrold Corp. made use of foreign language advertising, training schools, and product adaptation to sell its television systems

**Show of U.S. Equipment Scheduled for Tel Aviv Next Fall** 10
Commerce exhibition there last year was one of its most successful; hotel, medical, chemical processing equipment featured

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Business has recovered from 1967 slump and devaluation, and looks forward to increased growth rate

**Japan's 'Year of Adjustment' Was Record Growth Year** 14
Exports, private investment, and consumer spending all up; GNP reached $141 billion in fiscal 1968

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About 58% of total imports now freed; estimated value of additional goods is $11.2 million

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# French issue new rules on investment, foreign borrowing

## Regulations supplement exchange controls imposed last November

The French Government has issued new regulations governing direct investment and foreign borrowing which supplement the exchange controls imposed last November following the monetary crisis. The recent measures have been published in the French *Journal Officiel* of Mar. 27 as decree 69-264. The main elements of the restrictions are described below.

### Foreign investment in France

Foreign companies operating in France are required to make all financial transfers between themselves and the parent firm or other persons abroad through the intermediary of an authorized bank, thus prohibiting direct transfers. The banks, in turn, are required to surrender the proceeds of transfers from abroad to the foreign exchange market immediately.

The requirement for prior declaration of an intent to invest in France remains unaffected by the new regulations.

The liquidation of a foreign investment in France also remains subject to the same rules as before, i.e., a subsequent declaration. However, documentation must be submitted to and approved by the French Treasury before the foreign exchange which is to be transferred can be purchased.

### French investment abroad

The liquidation of foreign direct investment by French companies or residents now becomes subject to prior declaration rather than subsequent notification as was previously the case. In addition, the Government is allowed a period of two months during which it may request postponement of the liquidation.

According to the present decree, French companies which maintain branches or similar establishments abroad must repatriate all earnings resulting from these activities, unless they receive special permission to the contrary from the French Treasury.

The regulations differ somewhat as regards foreign subsidiaries of French companies. Any dividends declared to French residents must be repatriated unless an exceptional authorization is obtained. Undistributed earnings, on the other hand, remain exempt from this requirement and may be reinvested.

### French borrowing abroad

Decree 69-264 also modifies procedures concerning foreign borrowing by French residents, including branches or subsidiaries of foreign companies in France. In principle, all loans now become subject to prior approval. Specifically, borrowing abroad by residents which effectively constitutes a direct investment in France by non-residents must be declared to the Treasury. In this case also, the Treasury may request postponement of the intention to borrow within two months from the date of receipt of the declaration.

On the other hand, the circular grants general permission to authorized banks to borrow abroad for purposes other than to finance direct investment. Likewise, companies or persons resident in France, other than banks, are also given general authorization to borrow abroad under specific conditions: for example, for the financing of trade between France and a foreign country.

As was previously the case, interest and principal payments due on loans contracted from non-residents are given a general authorization. However, payments must be made through authorized banks, and the latter are required to assure that the payment obligations are genuine.

# New economic policy unit described

A new U.S. Cabinet Committee on Economic Policy was described to a German business audience by Commerce Secretary Maurice H. Stans as a vehicle for bringing unity into American courses of action on domestic and foreign commerce—a "truly historic concept in the United States." The formation of the Committee was first announced by President Nixon on Jan. 24.

The Secretary addressed the German Industry and Commerce Association at Bonn, in the second of four public addresses he was scheduled to deliver as part of his Apr. 15-26 tour of Western Europe.

SECRETARY STANS

He again emphasized, as he did earlier in Brussels (see INTERNATIONAL COMMERCE, Apr. 21, page 2), his proposal for an "open table" principle under which U.S. and European nontariff barriers can be brought fully into view and dealt with in the manner of the recent Kennedy Round tariff negotiations.

He referred again, too, to the importance of the "Four Economic Freedoms," freedom to travel, trade, invest and exchange technology. He sketched the outlines of the U.S. balance-of-payments problems, and told of current efforts to control inflation.

On this point he commented:

"Our determination to control inflation is sharpened by our new recognition of the close ties between our domestic and international economic affairs. For mounting inflation has been an important factor in the serious deterioration of our mechandise trade surplus. Heavy domestic demand has attracted an inrush of imports. The interaction of rising wages, costs, and prices has weakened the competitive position of American business in markets at home and abroad."

He also said the new Cabinet Committee, of which he is a member, will concentrate on combatting inflation. He explained the role of the Committee:

"The Committee has pioneered in developing a truly historic concept in the United States. For the first time, a national economic policy-making body is viewing the American economy as a single, unified, integrated whole, and not as two separate entities.

"By that I mean that no longer are domestic and foreign economic affairs being considered as divided and distinct bodies of actions and interests. They are now seen as being vitally joined together by thousands of interacting threads of commerce and finance.

"And no longer is policy being made for one area without regard to its effect on the other. Rather, we are developing policy to take into account the reality that the U.S. economy does not exist in splendid isolation, but is bound up in, and affected by, economic trends and developments throughout the Free World."

SOME OF THE MANY TRADE LEADS that were available at the Export Opportunity Fair in Pittsburgh are shown by (l. to r.) John Henshaw, REEC member & pres., PPG Industries Int'l; Everett Zurn, REEC chmn. & chmn. of board, Zurn Industries, Erie, Pa.; Lewis Conman, Pittsburgh field office director.

# Pennsylvania firms found trade leads at export fair

## Commerce-sponsored event also featured financing advice

It's not often that a shopping trip can lead to money earned rather than money spent. But that's just what businessmen from 50 Western Pennsylvania firms who participated in the first Export Opportunity Fair held in Pittsburgh April 14 hope will happen.

Participant Phil F. Sauereisen, president of Sauereisen Cements Co., says: "Our firm found three trade opportunities, from Australia, France and Germany, that look promising enough that we are going to write and offer our products."

Frank Gorell, president of Season-All Industries Inc., of Indiana, Pa., observed: "We are amazed at the amount of prospective overseas business available and the competency with which it is presented. As a result of attending the Pittsburgh Field Office Export Opportunity Fair, we are now seriously considering participating in a trade show."

Several hundred trade opportunities were on hand at seven industry tables at the Federal Building. The opportunities were gathered by U.S. Commercial Officers abroad and processed by the International Liaison and Trade Opportunities Staff, Business and Defense Services Administration. An experienced exporter was available at each table for assistance.

Industrial categories were as follows: food and clothing; wood products; chemicals; metal products; industrial machinery; electrical products; and transport equipment. International and export managers represented the following firms: The McKay Company; H. J. Heinz Co.; Neville Chemical Co.; Rockwell Manufacturing Co.; Swindell-Dressler Co.; PPG Industries International, S.A. and Calgon Corp.

Government representatives—William C. Henschel, director of the Commerce Department's Commercial Intelligence Division; John B. Breen, office of International Investment, Department of Commerce; Newton Heston, Jr., chief of the International Trade Division, Commerce Pittsburgh Field Office—and Everett Zurn, chairman of Zurn Industries and of the Regional Export Expansion Council, spoke on evaluating the sales prospect, licensing opportunities, and export support.

Business at the tables was brisk, and most of the businessmen went away with several leads. Calgon Corp. even found a trade opportunity from Pakistan that specifically requested one of its products by brand name—Calgon Sodium Tri-Polyphosphate.

Because most of the companies attending were new to exporting, advice on financing, export services, and transportation was provided by the Mellon National Bank & Trust Co., Pittsburgh National Bank, Western Pennsylvania National Bank, World Trade Council of the Pittsburgh Chamber of Commerce, Small Business Administration, Northwest Orient Airlines, Pan American World Airlines, and Trans World Airlines.

## Nathaniel Samuels named to State's top economic post

Nathaniel Samuels of New York has been named to the newly-established position of Deputy Under Secretary of State for Economic Affairs, the highest economic policy post in the State Department.

He has been affiliated with Kuhn, Loeb & Co., a domestic and international investment banking firm, since 1955, dealing with the development and expansion of international money and capital markets. From 1946-55, Samuels was associated with the international engineering and investment firm, SOFINA, in Brussels, and served as SOFINA Director (1949-67). He took leave of absence from 1952-53 to serve as Special Adviser, then Director, of the Division of Industrial Resources of the Mutual Security Agency in Paris.

He has also had broad experience in the financing needs of less developed countries and in the operation of international financial institutions.

# Chief importing nations increase U.S. purchases

## Our share is improved, however, in only about half of expanding import markets

About two-thirds of the 50 leading importing countries in the free world, as shown in the accompanying table, increased their purchases of U.S. goods last year compared to 1967. Our share of the import market, however, improved in only about half of the areas where imports expanded, as their purchases from other sources increased even more rapidly.

In nine developed and eight developing countries, the United States provided a larger share of the total import market than in the preceding year. Among our major customers, share gains—some only marginal—were recorded in the United Kingdom, Italy, Netherlands, Canada, and Australia.

There were major changes in the gold and foreign exchange reserves of France, Germany, and Japan. These overshadowed smaller, but often significant, shifts in the reserves of some of the other countries.

### Free-world imports expand

Virtually all major countries increased their imports in the past year, stimulated by generally rising economic activity. Expanding production and consumption in the Common Market countries led to a gain of more than 10% in imports. Germany and Belgium led the advance with gains of about one-sixth. Belgium increased its foreign purchases to satisfy growing demands for industrial supplies and capital equipment needed to fuel export expansion. Germany's sharp import rise reflected a restocking of inventories from their low levels at the end of the 1966-67 recession and generally increased demand and consumption.

France and the Netherlands also stepped up their purchases abroad—by about one-eighth—while Italy, with an increase of only 4%, fell far below the EEC average. The deceleration in the growth rate of Italian imports in 1968 was due primarily to curtailed investment, particularly in the private sector, and to the slow rate of expansion of domestic markets.

Much of the 14% rise in Canadian imports represented greater arrivals of automotive products from the United States. A slight deceleration in economic growth limited Japan's overseas purchases to 11% last year, compared to a 22% increase in 1967. Lower imports of scrap metal, pig iron, and most nonferrous metals and a leveling in arrivals of other key commodities accounted for the more limited advance.

Among other developed country import gains, a 17% rise in Greek purchases was notable. Sharp increases in purchases of ships, aircraft, and metalworking machinery accounted for the expansion. Australia's 12% increase in overseas purchases can be attributed in large measure to construction machinery and other equipment needed for continuation of the country's mineral development and to the demand generated by a buoyant economy and good export receipts.

A large number of the developing countries posted high import growth rates during the last 12 months. Of these, the biggest gains were for Israel and the Republic of Korea. After declining in mid-1967, Israeli imports jumped by two-fifths, partly as a result of heavy purchases of capital equipment. Expanding investment in the industrial sector and higher grain requirements caused a like increase in imports into Korea. In contrast, foreign goods imported into Nigeria, Peru, and Viet-Nam turned sharply downward in 1968. Much of the decrease in Vietnamese imports in the 12 months ending September 1968 was accounted for by the business slowdown brought about by the Tet offensive at the beginning of 1968, by a substantial drop in the U.S. commercial import program, and by a drawing down of inventories. These, however, began to be restocked in the latter part of last year.

*A report on the value of total imports into all of the major free world foreign markets for which current statistics are available, and the U.S. share of those markets, is published quarterly in* INTERNATIONAL COMMERCE. *The preceding report appeared in the issue of Feb. 3.*

*A tabulation showing current changes in world import markets and in the U.S. share, as well as changes in reserve holdings of the various countries, is presented on pages 6 and 7.*

*The report was prepared by the International Trade Analysis Division of the Commerce Department's Bureau of International Commerce.*

### U.S. sales strong

Although more U.S. goods were bought by a substantial majority of the 50 major trading countries, our share of the individual markets moved downward in 29 of them. Nevertheless, seven of our top 10 markets increased their purchases in this country by 10% or more, and in four of these, the gain represented a larger share of the total import market.

Our standing improved in the Australian import market where greater arrivals of U.S. chemicals, aircraft, and nonelectric machinery accounted for much of the 15% increase.

British, Canadian, and Dutch imports of U.S. products all climbed by 14%. Our share of the United Kingdom market expanded for the fifth consecutive year as purchases in this country rose twice as fast as total U.K. overseas purchases. Chiefly responsible for the increase were larger sales of aircraft, aircraft motors, silver, and chemicals. Our share position also improved in the Netherlands, while edging up fractionally in Canada. U.S. aircraft purchases figured prominently in the increased imports into both countries. Canada, in addition, reported substantially larger imports of road motor vehicles and parts which constituted the bulk of the import growth.

Italy purchased relatively more from the United States than from other countries last year. The upturn in arrivals was concentrated in aircraft, metal scrap,

power generating machinery, and corn. Mexico, too, stepped up its buying from the United States in 1968 to meet the requirements of its expanding industrial sector. The 12% rise in purchases from north of the border, which was matched by similar gains in other foreign purchases, was attributable to higher imports of machinery and chemicals.

Our relative position slipped marginally in Japan despite higher imports into that country of logs, coal, corn, soybeans, machinery, and aircraft which accounted for a 10% rise in purchases here.

Despite its large advance in total imports, Germany purchased only 3% more from this country in 1968; a big drop in arrivals of military goods offset sizable gains in commercial purchases.

Imports from the United States expanded sharply in a number of widely scattered developing countries. A heavy influx of nonelectric machinery and steel products associated with the booming Libyan oil industry accounted for almost a doubling in that country's purchases from the United States. Korean and Singapore imports soared by about two-fifths over 1967, with grains, plastics, and nonelectric machinery accounting for much of the rise in the former country and aircraft figuring prominently in the latter.

Considerably stepped-up imports from this country were also recorded in Thailand and Hong Kong. In all five of these countries, U.S. products accounted for a greater share of the import market than in 1967. However, in a number of other developing country markets, U.S. products fared less well. Greater arrivals of grains, soybeans, machinery, and aircraft resulted in a 25% increase in Israeli imports from the United States. Nevertheless, our supplier position deteriorated further. Despite an expansion of more than one-fifth in Brazil's imports of U.S. chemicals, fertilizers, machinery, and transport equipment, we failed to maintain our share of that market.

Declines ranging up to 73% were recorded in the value of imports from the United States in one-third of the 27 developing countries listed in the accompanying table. In several of these, notably India and Pakistan, fewer U.S. farm products were received under PL-480 programs because of improved domestic supplies. Several factors have contributed to the sharp drop in Vietnamese imports from the United States. Among the most important are the slowdown in arrivals during the Tet offensive and the shifting of certain classes of goods out of categories of supplies previously financed with U.S. funds.

Substantially lower arrivals of U.S. agricultural products, partly reflecting a cut in PL-480 shipments, account for the decline in Egyptian imports from this country.

Nigerian imports from this country dropped in value for the second consecutive year as the economy continued to be disrupted by civil war. A shortage of foreign exchange and economic stagnation resulted in a 22% drop in Peruvian imports from this country. In all of the developing areas mentioned above except Peru where imports from the United States dropped, less severe reductions were recorded in imports from other countries. Thus, our share of the import market was smaller in 1968 than in 1967.

## Sharp changes in reserves

At the end of 1968, the official gold and foreign exchange reserves of the 50 leading trading countries showed a small net gain of $1.3 billion over the level at the end of the previous year. Major shifts occurred in the level of reserves of several of the principal countries.

French reserves fell by $2.8 billion compared to their value at the end of 1967. In June alone, the decline exceeded $1 billion as an aftermath of political unrest, manifested by riots and strikes in the late spring, which jeopardized the value of the franc. In an effort to protect reserves, the French Government applied foreign exchange controls in May but, after lifting them four months later, was forced to reimpose them on November 25 in the face of renewed pressure on the franc. In December, gold and foreign exchange holdings rose by $215 million, the first monthly gain since April.

The Federal Republic of Germany, on the other hand, increased its reserves by $1.8 billion as the result of a record trade surplus and large capital inflows. The November announcement by the government of measures to help reduce the trade surplus, which became effective December 24, boosted shipments sharply in the final two months, while at the same time foreign purchasers of German goods pressed for accelerated deliveries in expectation that the mark might be revalued upward. A wave of speculation concerning revaluation, which peaked in November, caused an unusually large inflow of capital in the latter part of the year.

The Japanese goal of raising official reserves met with success in 1968. On the basis of its strong position in both current and capital accounts, that country was able to record an increase of $900 million. Most of the sizable increase in Swiss reserves accrued during the fourth quarter, largely as a result of the usual seasonal shift of funds from the commercial banks to the National Bank. The significant Canadian advance was attributable to a sharp rise in exports, augmented by increased long-term borrowing abroad.

U.S. EXPORTS HAVE BEEN INCREASING in the majority of the import markets listed on next page. Above, asphalt plant from Lima, Ohio, being loaded at Baltimore port for shipment abroad.

Belgium was a major loser of reserves last year in a sharp turnaround from its favorable 1967 position. Attracted by higher rates in foreign money markets, large amounts of private capital flowed out, accounting for a major portion of the loss. In addition, a weakening of the current account position contributed about a third of the decline.

Even though British exports sold well last year, the trade deficit in dollar terms was larger than it had been in 1967. This gap, coupled with short-term capital outflows and the servicing of loans, contributed to still another decline in that country's reserves.

Among the developing areas, Colombia, Mexico, Brazil, and Chile led a number of Latin American countries in recording advances in reserves. Libya expanded its holdings sharply, chiefly because of increased proceeds from oil exports. In the Near East, the oil-producing countries of Iran and Kuwait, and Israel, encountered mild declines. Pakistan's reserves gained substantially last year prior to its recent political troubles.

# World

## The 50 markets shown below accounted for 89% of 1967 imports into all free-world

Value in millions of dollars

Published

| Country | 1967 Imports | | | 1968 Imports January through latest month | | | | Import change in latest available 12-month period compared with preceding 12-month period | | Reserves at end of fourth quarter | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | From world | From U.S. | U.S. share % | Latest month | From world | From U.S. | U.S. share % | From world % | From U.S. % | 1967 | 1968 |
| **United Kingdom** | 17,714 | 2,218 | 12.5 | Dec. | 18,958 | 2,539 | 13.4 | + 7 | +14 | 2,695 | 2,422 |
| **Germany, Fed. Rep. of** | 17,351 | 2,138 | 12.3 | Dec. | 20,295 | 2,212 | 10.9 | +17 | + 3 | 8,152 | 9,937 |
| **France** | 12,381 | 1,220 | 9.9 | Dec. | 14,012 | 1,319 | 9.4 | +13 | + 8 | 6,994 | 4,201 |
| **Japan** | 11,664 | 3,213 | 27.5 | Dec. | 12,988 | 3,529 | 27.2 | +11 | +10 | 2,030 | 2,906 |
| **Canada** | 10,947 | 8,014 | 73.2 | Dec. | 12,446 | 9,118 | 73.3 | +14 | +14 | 2,709 | 3,041 |
| **Italy** | 9,827 | 1,064 | 10.8 | Dec. | 10,253 | 1,193 | 11.6 | + 4 | +12 | 5,463 | 5,342 |
| **Netherlands** | 8,336 | 886 | 10.6 | Dec. | 9,291 | 1,014 | 10.9 | +12 | +14 | 2,619 | 2,463 |
| **Belgium-Luxembourg** | 7,176 | 590 | 8.2 | Dec. | 8,304 | 687 | 8.3 | +16 | +16 | 2,590 | 2,187 |
| **Sweden** | 4,703 | 436 | 9.3 | Dec. | 5,124 | 474 | 9.3 | + 9 | + 9 | 841 | 815 |
| **Switzerland** | 4,129 | 346 | 8.4 | Dec. | 4,513 | 404 | 9.0 | + 9 | +17 | 3,555 | 3,932 |
| **Australia** | 3,921 | 1,003 | 25.6 | Dec. | 4,382 | 1,156 | 26.4 | +12 | +15 | 1,429 | 1,536 |
| **Spain** | 3,484 | 584 | 16.8 | Dec. | 3,523 | 590 | 16.8 | + 1 | + 1 | 1,049 | 1,095 |
| **Denmark** | 3,143 | 270 | 8.6 | Dec. | 3,212 | 274 | 8.5 | + 2 | + 1 | 534 | 449 |
| **South Africa, Rep. of** | 2,951 | 497 | 16.8 | Sept. | 2,143 | 380 | 17.7 | − 7 | −12 | 778 | 1,471 |
| **India** | 2,772 | 1,071 | 38.6 | Nov. | 2,364 | 800 | 33.8 | − 1 | −10 | 662 | 682 |
| **Norway** | 2,748 | 176 | 6.4 | Dec. | 2,706 | 206 | 7.6 | − 2 | +17 | 677 | 702 |
| **Austria** | 2,309 | 81 | 3.5 | Dec. | 2,497 | 83 | 3.3 | + 8 | + 4 | 1,484 | 1,510 |
| **Hong Kong** | 1,818 | 245 | 13.5 | Dec. | 2,058 | 285 | 13.8 | +13 | +16 | (1) | (1) |
| **Mexico** | 1,748 | 1,102 | 63.0 | Dec. | 1,960 | 1,235 | 63.0 | +12 | +12 | 586 | 657 |
| **Finland** | 1,717 | 84 | 4.9 | Dec. | 1,593 | 72 | 4.5 | − 7 | −14 | 184 | 354 |
| **Yugoslavia** | 1,707 | 124 | 7.3 | Dec. | 1,796 | 90 | 5.0 | + 5 | −27 | 80 | 132 |
| **Brazil** | 1,667 | 572 | 34.3 | Nov. | 1,945 | 615 | 31.6 | +30 | +22 | 199 | 257 |
| **Singapore** | 1,437 | 80 | 5.6 | Dec. | 1,661 | 114 | 6.8 | +16 | +42 | (1) | (1) |
| **Greece** | 1,186 | 100 | 8.4 | Dec. | 1,392 | 107 | 7.7 | +17 | + 7 | 286 | 322 |
| **Philippines** | 1,172 | 402 | 34.3 | Dec. | 1,279 | 415 | 32.4 | + 9 | + 3 | 180 | 161 |

Note: The countries shown above include the 50 major importers of U.S. merchandise in 1967 for which current data are available. In order to present comparable statistics for all countries, import data have been adjusted from an f.o.b. valuation to a c.i.f. valuation for the following: Australia, Canada, New Zealand, Panama, and the Republic of South Africa.

Import figures have been converted into U.S. dollar equivalents at exchange rates prevailing at the time of importation. Eleven of the 50 countries listed in this table devalued their currencies in the final quarter of 1967. If imports were valued in their national currencies rather than converted to U.S. dollars, the import changes in the latest 12-month period compared with the preceding 12-month period would be as follows: U.K., +23% from world and +31% from U.S.; Denmark, +10% and +9%; Hong Kong, +19% and +22%; Finland, +15% and +7%; Ireland, +25% and +15%; Trinidad and Tobago, +18%

# market report

**foreign markets and 91% of imports from the United States.**

quarterly

| Country | 1967 Imports | | | 1968 Imports January through latest month | | | | Import change in latest available 12-month period compared with preceding 12-month period | | Reserves at end of fourth quarter | |
|---|---|---|---|---|---|---|---|---|---|---|---|
| | From world | From U.S. | U.S. share % | Latest month | From world | From U.S. | U.S. share % | From world % | From U.S. % | 1967 | 1968 |
| Iran | 1,126 | 209 | 18.5 | Dec. | 1,386 | 238 | 17.2 | +23 | +14 | 305 | 292 |
| Pakistan | 1,101 | 361 | 32.8 | Dec. | 996 | 300 | 30.1 | −10 | −17 | 161 | 252 |
| Argentina | 1,096 | 243 | 22.2 | Dec. | 1,169 | 270 | 23.1 | + 7 | +11 | 727 | 760 |
| Ireland | 1,081 | 87 | 8.1 | Dec. | 1,172 | 87 | 7.4 | + 8 | −([2]) | 439 | 545 |
| Portugal | 1,059 | 73 | 6.9 | Dec. | 1,043 | 67 | 6.4 | − 2 | − 8 | 1,233 | 1,362 |
| Korea, Rep. of | 996 | 305 | 30.6 | Nov. | 1,245 | 408 | 32.8 | +40 | +44 | 356 | 409 |
| Thailand | [3]992 | 170 | 17.1 | May | [3]462 | 87 | 18.8 | +10 | +29 | 1,009 | 1,021 |
| New Zealand | 956 | 105 | 10.9 | Dec. | 895 | 108 | 12.1 | − 6 | +3 | 134 | 76 |
| Peru | 833 | 305 | 36.6 | Dec. | 630 | 237 | 37.7 | −24 | −22 | 126 | [4]93 |
| Taiwan | 806 | 248 | 30.8 | Dec. | 903 | 240 | 26.6 | +12 | − 3 | 416 | 381 |
| U.A.R. (Egypt) | 792 | 69 | 8.8 | June | 362 | 18 | 4.9 | − 9 | −73 | 196 | 149 |
| Israel | 755 | 196 | 25.9 | Dec. | 1,081 | 245 | 22.7 | +43 | +25 | 715 | 663 |
| Chile | 727 | 258 | 35.5 | ... | ... | ... | ... | − 4 | −13 | 126 | 208 |
| Turkey | 691 | 124 | 17.9 | Dec. | 764 | 121 | 15.8 | +11 | − 3 | 119 | 123 |
| Nigeria | 626 | 78 | 12.5 | Dec. | 541 | 63 | 11.6 | −14 | −20 | 122 | 125 |
| Kuwait | 593 | 129 | 21.7 | Aug. | 414 | 76 | 18.3 | +16 | + 6 | 184 | 173 |
| Viet-Nam, Rep. of | 538 | 174 | 32.4 | Sept. | 267 | 79 | 29.5 | −37 | −49 | 334 | 279 |
| Colombia | 497 | 225 | 45.3 | July | 378 | 190 | 50.3 | − 4 | + 2 | 83 | 173 |
| Libya | 476 | 60 | 12.6 | Sept. | 475 | 83 | 17.4 | +38 | +97 | 385 | 539 |
| Trinidad and Tobago | 411 | 63 | 15.3 | Dec. | 420 | 63 | 15.1 | + 2 | + 1 | 30 | 49 |
| Jamaica | 348 | 135 | 38.7 | Dec. | 383 | 148 | 38.6 | +10 | +10 | 102 | 142 |
| Panama | 268 | 107 | 39.9 | Aug. | 175 | 69 | 39.2 | + 4 | + 2 | 68 | 86 |
| El Salvador | 224 | 70 | 31.2 | June | 102 | 29 | 28.8 | − 2 | − 7 | 55 | 62 |
| Ecuador | 203 | 79 | 38.9 | Oct. | 205 | 69 | 33.6 | +17 | + 1 | 69 | 57 |
| Costa Rica | 190 | 74 | 39.0 | May | 82 | 30 | 36.7 | + 3 | + 2 | 18 | 21 |

and +16%; and Jamaica, +26% and +26%. Spain, New Zealand, Peru, and Israel also devalued their currencies in the fall of 1967 but data are not available for comparable calculations.

Reserves include official holdings of gold and foreign exchange and the gold tranche position in the International Monetary Fund.

[1] Not available.

[2] Less than 0.5 percent.

[3] Partly estimated.

[4] End of October.

Source: Official trade statistics of listed countries.

International Monetary Fund, *International Financial Statistics.*

JERROLD CORP. 'E' AWARD was presented by Pennsylvania Governor Raymond P. Shafer (l.). Accepting for the company were international operations manager Max H. Kraus (2nd l.) and president R. H. Beisswenger (3rd l.). Commerce Philadelphia field office director Henry J. Dempsey (r.) looks on.

# Foreign languages, training schools helped to triple exports, earn 'E' for Pennsylvania electronics firm

## Jerrold Corp. sold its wired television equipment systems to European governments, adapted products to meet standards

A Pennsylvania manufacturer of broadcasting and electronic testing equipment nearly tripled its export sales between 1966 and 1968 through foreign language advertising, customer training schools, and product adaptation. For its success, the Jerrold Corp. was selected to receive the Presidential "E" award.

The Philadelphia company had exported its product to Canada and had licensed a Canadian company to manufacture some of its equipment prior to 1965, but had no organized program for international sales. The majority of Jerrold's domestic business was in the field of large-scale cable television systems and other wired television systems for apartment houses, schools, and other institutions. In 1965 this field was largely unknown outside the United States and Canada.

After beginning its big export drive, Jerrold concluded a licensing arrangement in 1966 with a major U.K. firm. The company also pursued direct sales to European users of wired television equipment, and has concluded sales with the Swiss Government and others. In order to make these sales, Jerrold had to engineer special equipment meeting European television standards, and to arrange for special testing and approval of this equipment by the Swiss government. After the purchase, Jerrold gave on-the-spot training to Swiss engineers.

Jerrold-wired television systems were introduced in Mexico in 1965, and today Jerrold is the primary supplier of this type equipment to major hotels and apartment houses there.

To obtain distributors and agents elsewhere in Latin America, Jerrold undertook an advertising campaign and used Department of Commerce trade lists and World Trade Directory reports.

Jerrold also manufactures electronic test equipment which is sold as a direct U.S. export. Jerrold has developed a sales program for this equipment and appointed agents in all major European markets.

Other Jerrold activities which have helped to expand its exports include: participation in a trade mission to Europe in 1967; production of catalogs in French and German; display of equipment at trade shows in England, Germany, France and Italy.

## Luncheon, seminar to study multi-national firm's impact set for April 29 in New York

The International Section of the New York Board of Trade, in cooperation with the International Study and Research Institute, will hold a luncheon and seminar for an in-depth appraisal of the impact on American business of the multi-national corporation, on Tuesday, Apr. 29, at the Plaza Hotel in New York. The luncheon is set for 12:30 p.m., with the seminar to begin at 2:00 p.m.

Speakers at the afternoon session will include Peter F. Greene, publisher, *Exporters Encyclopedia* and *Business Abroad;* Leo S. Martinuzzi, vice president, marketing, Chase Manhattan Bank, N.A.; and Frank X. White, Jr., vice president, Joy Manufacturing Co., Joseph F. Condon, vice president, international operations, Parsons & Whittemore, Inc., will address the luncheon group.

Each of the speakers will bring to the seminar their varied experience in many aspects of international commerce, both in government and private areas. Condon, following overseas service with the Departments of State and Commerce, has represented his company in London and Japan. Greene, publisher of two Dun & Bradstreet publications dealing with international commerce, is a member of the boards of directors of both sponsoring organizations. Martinuzzi, an alumnus of Harvard and Oxford Universities, has been vice president of various Chase Manhattan branches in Japan. White, who served with U.S. Embassies overseas and with the Marshall Plan, was formerly president of American Machine and Foundry Company.

The audience will be invited to participate in the program following the formal presentations by the speakers.

# U.S. foreign trade in business machines set records in '68

### Computers were leading export item; calculators led imports

U.S. foreign trade in business machines in 1968 reached new highs of $835 million in exports and $258.8 million in imports.

Exports were up 5.4% over the $792.5 million of 1967, and imports were up 14.9% over the $225.2 million for the same year, according to the Commerce Department's Business and Defense Services Administration (BDSA).

As in 1967, electronic computers and parts accounted for the largest segment of exports, 58%, for a total of $486.5 million in 1968. Major customers included West Germany, United Kingdom, Canada, France, and Japan.

Bookkeeping and accounting machines and parts were second, as in 1967, comprising 11% of the exports, or a total of $88.3 million in 1968. The leading markets were the same five as for computers.

Photocopying equipment and parts exports totaled $57.1 million, or 7% of total business machines exports. Principal customers were Canada, United Kingdom, West Germany, Brazil, Argentina.

Statistical machines used with punch card or tape, including auxiliary machines, shared 6% of exports at $54.1 million. The leading customers once again were United Kingdom, France, Canada, Japan, and West Germany.

Typewriters and parts comprised 5% of exports, or a total of $43.1 million. The leading markets were Canada and the Netherlands.

A significant change took place in addressing machine exports in 1967, when the unit total rose 470% to 49,416 while the value rose only 73% to $4.3 million. This variance between value and units is due to a one-time contract for a large volume of a very low-priced machine.

Calculating machines were the leading U.S. business machines import in 1968, accounting for 29% valued at $74 million. Italy, West Germany, and the Netherlands were the chief suppliers, just as they were the previous year.

Typewriters and parts were second at 26% of imports, or a total of $67.3 million. The leading suppliers were West Germany, Japan, United Kingdom, the Netherlands, and Italy.

Adding machines comprised 5% of imports or $11.9 million. The leading shipper to the United States was Japan.

Office copying machines totaled $8.7 million or 3% of total business machine imports. This represented a 413% increase over 1967. The principal supplier was Japan.

Data processing machines, including punch card machines, tape recorders, and other ADP machines totaled $7.1 million or 3% of imports in 1968, decreasing 39% from 1967.

Parts for all office machines, except typewriters and duplicating machines, totaled $50.3 million or 19% of all imports. Leading suppliers were Canada, United Kingdom, France, Japan, and West Germany.

## Five-year development plan issued by Libya Government

Libya's new Five-Year Development Plan, covering the period Apr. 1, 1969 to Mar. 31, 1974, was approved by the Libyan Parliament on Mar. 26 and promulgated by Royal Decree the following day. The plan foresees development expenditures of $3.22 billion distributed among responsible ministries as follows (in millions of U.S. dollars):

Public works $496.6; transport and communications 455.1; agriculture 420.0; housing and state property 359.8; education 325.5; municipalities 285.1; industry 253.5; reserve 162.4; public health 156.8; information and culture 83.6; labor and social affairs 62.9; interior 54.2; tourism 41.8; youth and sports 31.5; planning and development 18.8; civil service 6.7; and economy and trade 4.3.

For the fiscal year beginning Apr. 1, 1969, the Government of Libya has budgeted development expenditures totaling $406 million. These are quite modest in comparison with the amount of planned expenditures over the five-year period, comprising only 12% of the total amount.

Most of the current fiscal year outlays are for completion of work started under the 1963-68 Plan and the interim one-year development budget of 1968-69.

Implementation of the Plan offers extensive opportunities to U.S. firms to supply goods and services to the Libyan Government. Since no other breakdown of the Plan expenditures is currently available, it is not possible to poinpoint precise areas and projects in which U.S. firms can participate. As soon as such information becomes available, it will be reported in INTERNATIONAL COMMERCE.

# Canadian capital spending to rise about 9% in 1969

Capital spending intentions throughout the Canadian economy indicate that capital outlays amounting to some C$17 billion are planned for 1969, an increase of 9% over the 1968 levels.

The estimates collected by the Canadian Government cover total outlays for construction and for acquisition of producers' machinery and equipment by Canadian business institutions and governments, together with expenditures for housing. A total of about 24,000 business establishments were surveyed as to their investment intentions.

The most important change from recent trends is in business investment, which is expected to advance by 8% compared with the moderate declines of 1967-68.

Manufacturing industry will be the leading sector of business investment, with an expected rise of almost 15%. Within manufacturing, primary metals, transportation equipment and petroleum refining are expected to show the most substantial increases, although marked gains are also anticipated in such industries as wood products, nonmetallic minerals, rubber products and paper products. For chemical products, on the other hand, a sharp decline in capital spending intentions is shown, reflecting the completion of certain large-scale investments undertaken in recent years.

Investment in agriculture should show little change, while the mining industry is expected to show a slight lag.

Following a decline last year, the Commercial sector (wholesalers, retailers, financial institutions, and other service-type operations) is anticipating a rise of 16%. New investments by utilities are expected to show a further modest rise in 1969.

Expenditures for new construction are likely to be about 9% greater than last year, with housing up 12%. There will be renewed emphasis on construction of retail outlets, office buildings and hotels. In engineering construction, expansion is likely to proceed at the 1968 rate.

In its analysis of the survey results the Ministry of Trade, Commerce and Industry concludes that full realization of the 9% increase in investment outlays would mean that capital spending in 1969 will provide a considerably more expansive impetus to the economy than in the preceding two years.

# October exhibition at Tel Aviv will aim to repeat sales success of machinery show held last year

## Burgeoning Israeli market provides excellent opportunities for U.S. hotel and catering, medical, chemical equipment

The Department of Commerce will return to the site of one of its most successful overseas commercial exhibitions when it sponsors a show of U.S. equipment at Tel Aviv, Israel, Oct. 5-10, 1969.

The all-U.S. exhibition, staged by the Department's Bureau of International Commerce, will feature hotel, restaurant and catering equipment; medical and hospital equipment; chemical processing equipment and machine tools.

At the last Commerce exhibition in Tel Aviv, in June 1968, 48 American manufacturers of metalworking, food-processing and packaging machinery reported $5,097,000 in off-the-floor sales and entered into negotiations expected to produce $25,357,000 in additional first-year orders.

The results of the 1968 Commerce show underline the fact that Israel offers a market far out of proportion to its small population of 2.8 million. Under a five-year expansion program launched in 1967, industrial investment is expected to reach $266 million in 1971, compared to $65 million in 1967.

The United States supplies Israel with a larger proportion of imports than any other country. U.S. sales to Israel in 1968 came to $279 million, and accounted for about 23% of that country's imports.

The four categories of equipment to be featured in the forthcoming U.S. exhibition in Tel Aviv were selected on the basis of Commerce market research showing them to have the best sales potential in the Israeli market.

Hotel, restaurant and catering equipment is in heavy demand because of a sharp rise in tourism. Tourist income was approximately $90 million in 1968 compared to $52 million in 1967. The number of foreigners visiting Israel is expected to total about 650,000 by 1971, more than double the 1967 figure of 291,000.

Kitchen and coffee-shop equipment; drycleaning and laundry equipment; plumbing and bathroom fixtures; elevators, and swimming pool and air conditioning equipment are among items particularly needed.

Advanced medical equipment and supplies are required for a number of new hospitals now under construction or in the planning stage. Other hospitals are adding new facilities. Intensive-care beds, laboratory equipment, digital computers, heart-lung machines, artificial kidney machines, portable X-ray units and respirators are on the most-needed list.

The chemical processing industry has high priority for expansion under current development plans. Total investment over the next three or four years is estimated at about $200 million. Demand is greatest for automatic and specialty valves; chromatographic and spectroscopic instrumentation; fluid flow measuring, control and recording equipment; process computers; specialty pumps, and reaction recording instrumentation.

Machine tool requirements are undergoing rapid expansion and diversification, as indicated by off-the-floor sales of $1.6 million and projected first-year follow-up orders of more than $7 million in this one category of equipment at the 1968 exhibition.

Electrical discharge machines, electrical chemical machines, numerically controlled milling machines, numerically-controlled lathes, drilling equipment and high energy forming presses are most likely to find an immediate market.

The Commerce exhibition at Tel Aviv will be preceded by an intensive market development campaign designed to attract key Israeli buyers, agents, licensees and representatives.

Commerce has held two other shows in Tel Aviv in addition to last year's. As the result of a show in June 1954, 56 American makers of electronic equipment reported first-year sales of $950,000. After a June 1966 exhibition, U.S. manufacturers of automotive maintenance, hotel and restaurant equipment rang up over $1 million in first-year sales.

Manufacturers of hotel, restaurant, medical, chemical and machine tool equipment interested in the Commerce Department exhibition at Tel Aviv in October may obtain further information from the U.S. Department of Commerce (BIC-944), Washington, D.C. 20230 (telephone Area Code 202-967-4508) or from any of the Department's Field Offices.

## Macroplastic exhibition dates announced for fall of 1970

Macroplastic, the fifth international synthetic materials and rubber fair, is scheduled for Utrecht, Netherlands, Oct. 29 to Nov. 5, 1970.

The exhibition is one of the biggest European commercial displays of machinery, raw materials and chemicals for the synthetic materials and rubber processing industry. Synthetic and rubber products will also be included.

Although information for next year's show is not yet available from the Royal Netherlands Industries Fair Authorities, the 1970 fair is expected to parallel the 1966 show. Macroplastic 1966 occupied a net exhibit space of 284,000 square feet and counted 34,000 visitors, including 4,000 persons from 50 foreign countries.

Of the 881 exhibitors, 262 firms were Dutch, the rest from 18 other nations.

**Write:** Royal Netherlands Industries Fair Authorities, Vredenburg, Utrecht, Netherlands.

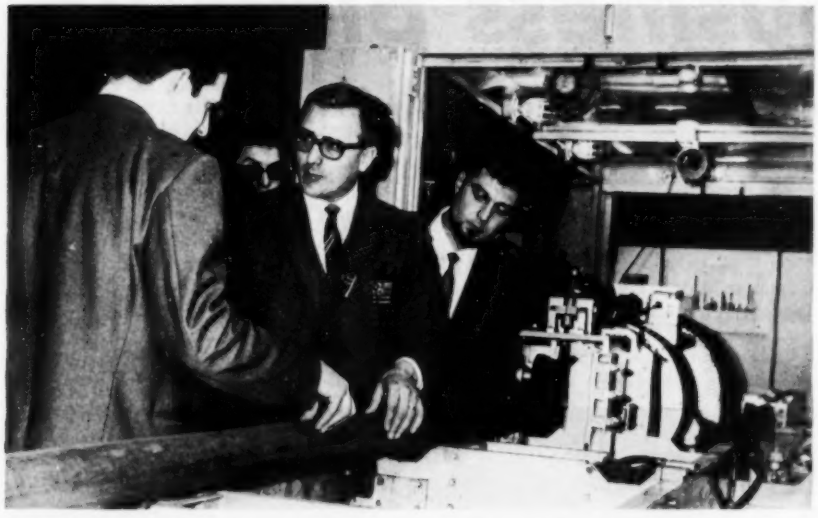
## Electric expo set in Melbourne

Expo Electric '69 will be held in Melbourne, Australia, Oct. 3-11, to commemorate the State Electricity Commission of Victoria's golden jubilee.

The exposition, held concurrently with the Electrical Development Association Symposium, has announced four types of potential exhibitors: appliance manufacturers; scientific equipment manufacturers; commercial/industrial equipment manufacturers; and agent/importers.

Space is still available for the exhibit. For information, **write:** Trevor Riddell, Managing Director, Thomson Exhibition Promotions Pty. Ltd., 415 Bourke St., Melbourne 3000, Australia.

TENSILE TESTING EQUIPMENT by Instron Corp. is discussed (above left) by company agent with one of the more than 2,800 visitors who came to see the U.S. products on display. Endevco Corp.'s regional sales manager (at right, above right photo) points out features of transducer equipment.



INSPECTION PROCESS shown by AMF Tuboscope (above) is explained to visitors at the Milan show. MB Electronics display (below) featured technical information on the company's spectrum analyzer.

# Testing, control show draws 2,800 at Milan

## Exhibitors report on-the-spot sales of $433,500, see $2.2 million more

The materials testing and quality control equipment exhibition at the Milan Trade Center closed with projected first-year sales figures of $2.2 million and floor sales of $433,500.

Varian Associates, Palo Alto, Calif. had high floor sales, with the sale of a single linear accelerator totaling $160,000. Varian is expecting the sale of a second unit within the next 12 months based on contacts at the show.

With floor sales of $5,000, Magnaflux Corp., Chicago, anticipates $400,000 more within the next year. The company exhibited ultrasonic testing equipment. MTS Corp., Minneapolis, projected sales of $350,000 for the coming year. None of the participants in the exhibit sought agents.

Equipment for six of the participants arrived late due to shipping strike problems in New York.

Sixteen firms attained achievement of primary objectives; six partially met their objectives; one said it failed to meet its goals.

Attendance of registered visitors was 2,809. Eleven U.S. based executives, representing four participants, attended the Mar. 1-7 show which had the second highest floor sales in Milan since the center opened in 1964.

## Worldwide Business Outlook pages 12-26

**CURRENT BUSINESS DEVELOPMENTS IN BRIEF:** The Asian Development Bank has accepted an interest-free $2 million loan from **Denmark** for use in the Bank's special agricultural fund. Under the agreement, the assistance extended by the Bank to developing member countries will be on a reimbursable basis to be used for purchases in Denmark. Denmark will be repaid in regular instalments extending to October 1993 after a seven year grace period. . . . **French** imports from the United States in January of $104.8 million were 10.3% below January 1968 level, due mainly to the effects of the U.S. share of total French imports dropped from 10.7% in January 1968 to 7.6% this January. . . . Reynolds International Inc., of Richmond, Va., announced the construction of a German aluminum rolling mill and fabricating operations in the Hamburg harbor area. Both plants are expected to be operative by the end of 1971. This integrated aluminum complex, which will be the largest in the Federal Republic of Germany, will be constructed on a site which will facilitate the unloading of the bulky alumina from large ships. The company's decision to go to Hamburg was influenced by the fact that the power requirements of the plants will be guaranteed by low-priced electricity produced by the planned atomic power plant near Stade. A spokesman for Reynolds indicated that his company might contribute financially to the construction of the atomic power plant and, on the other hand, the two German utilities might participate in the Reynolds aluminum plants in Hamburg. . . . An Asian Development Bank technical assistance mission will study the economic soundness of **Indonesia's** Sempor irrigation project. This represents the fourth technical assistance program undertaken by the Bank in Indonesia. The first three involved a study of food problems, a survey of the Indonesian rural credit system, and the assignment of an advisory team to the Ministry of Agriculture.

# Spain's business picks up

### Economy shakes off uncertainties; bigger and more varied market on way

By WAYLAND B. WATERS
*Commercial Attache, U.S. Embassy, Madrid*

Business is picking up again in Spain and the outlook is improving for a bigger and more varied market for imports from the United States.

WATERS

During the past year, a number of uncertainties in the Spanish business scene, following the devaluation of the Peseta in late 1967 and subsequent deferral of Spain's Second Economic and Social Development Plan, have receded, if not disappeared.

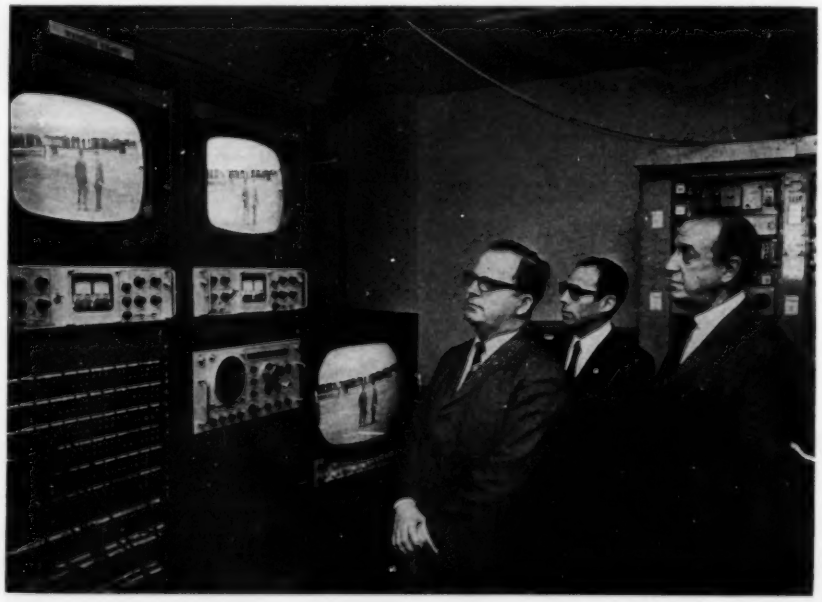
During the latter half of 1968, Spain's rate of overall growth recovered from the slump of 1967, and was once again one of the highest in Western Europe. Most factors on the economic front are again on the increase, and the experts pretty generally concur that Spain has returned to the type of vigorous economic growth of the early 1960's. In fact, one of the growing concerns is whether the expansion can be controlled sufficiently to avoid a recurrence of the inflation of the 1962-67 period.

During the past year, Spain maintained her overall level of imports (1968 imports were 1% above 1967 figures), as well as imports from the United States (which were also up by 1% in 1968). During 1968, Spain again bought more from the United States (16.8% of her imports) than from any other single country—compared to a 34.1% total from the Common Market countries, and a 15.8% total from the EFTA countries.

The United States has also continued as Spain's prime market abroad, purchasing 17.6% of Spain's total exports in 1968, valued at $279 million—an increase of 38% from $202 million in 1967, and up by 92% from 1966!

In 1968, 48% of Spain's imports from

U.S. WAS SPAIN'S TOP SUPPLIER in 1968, and was also the prime overseas market for Spanish goods. Here, Spanish communications officials look over Western Union International's TV center in New York.



the United States were covered by her exports to the United States—compared with 45% for her total foreign trade, and 37% for trade with Common Market countries. Thus, her 1968 trade balance with the United States was more favorable to Spain than with most of her other major trading partners.

The remarkable increase in Spain's exports is partially a result of her increased competitiveness after the 1967 devaluation, but it also evidences a notable development of technical know-how, productivity and general competitiveness throughout the economic structure.

This, in turn, points to related market possibilities for U.S. sales, for newer and more specialized machinery for processing and transportation, as well as for auxiliary and support services, such as market research, export promotion and management, public relations, and data processing. And with the increase in domestic production of finished goods, the demand for a variety of basic industrial materiels should also increase.

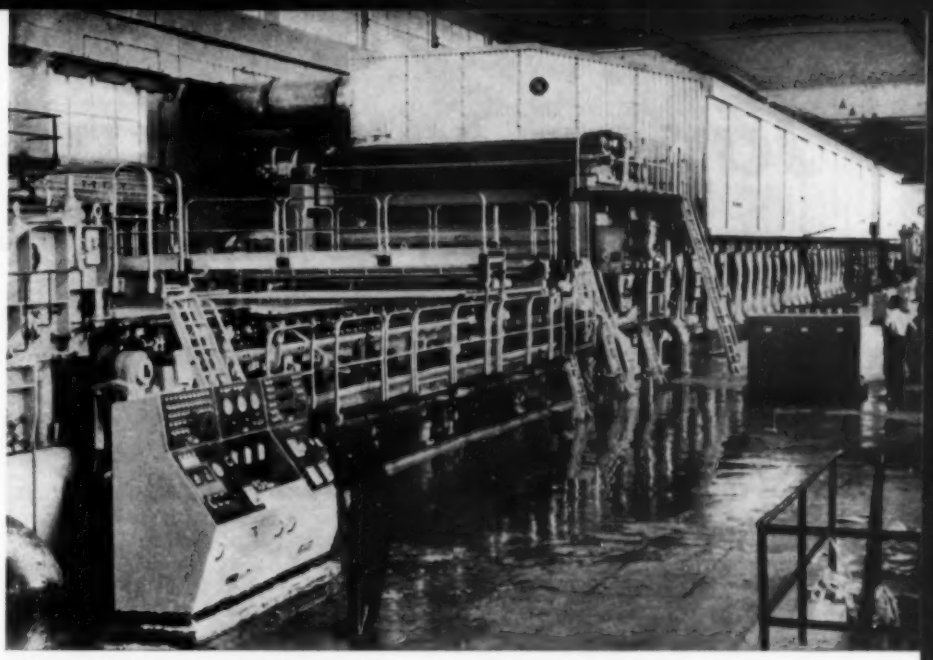
The Second Economic and Social Development Plan has now officially begun, reaffirming the basic Government commitment to non-inflationary economic expansion through 1971. The Plan is a major stabilizing factor, which should boost private investment confidence, with corresponding market development for U.S. suppliers.

The new plan includes a number of features which could interest U.S. exporters and firms considering licensing or production operations in Spain. In comparison with the First Plan (1964-67), the new one will concentrate more resources on agriculture, research and education. The Government has also expanded the regional industrial development program, creating four new development centers.

Rapid expansion also continues in the transportation sector, which may provide further markets for related exports to Spain. The special streamlined Talgo express of the Spanish National Railway has now been equipped with adjustable axles to permit travel over standard gauge tracks, and is scheduled to commence direct service between Madrid and Paris, and Barcelona to Geneva this summer.

Construction of the automobile expressways from Bilbao, and from Tarragona through Barcelona to the French border is continuing, and bids were recently opened for construction of another, from Seville to Cadiz in Southern Spain. Containerization facilities are being installed in the ports of Barcelona and Cadiz, while expansion of existing commercial air facilities continues.

Interest continues in consumer goods as well. This past Fall, the large Galerias Preciados chain inaugurated its new Madrid department store with a special sale featuring U.S. products. This repeated a similar promotion two years earlier. Exporters of consumer goods should look into this increasing market, which has sufficient potential that both Sears & Roebuck and Woolworth have opened retail stores in Spain.



MARKET PROSPECTS FOR U.S. GOODS in Spain are better than they have been for the past two years. Above, a Black Clawson paper machine installed in a plant near Torrelavega.

Although there will be no official U.S. Government pavilion at any of the major trade fairs in Spain this year, these fairs continue their traditional role as show places to promote the sale of new goods.

From March through November, there are a number of them, both general international fairs, such as the Barcelona Samples Fair in June, and specialized expositions such as the SIMO office equipment show in Madrid in November. In June the International Food Distributors Association (AIDA) will hold its triennial Congress and exposition in Madrid. Interested exporters can obtain additional information on these fairs from the Bureau of International Commerce.

In their plans for sales in Spain, exporters should not overlook the services of the American Chamber of Commerce in Spain, with headquarters in Barcelona and regional offices in Bilbao, Madrid, Seville, Valencia and Zaragoza, or the services of the Spain-U.S. Chamber of Commerce, with offices in New York, Los Angeles and Chicago.

As an overall assessment, the market prospect in Spain for U.S. exporters is more encouraging now than in the past two years. As economic activity accelerates, the demand for imports should increase, and promotion and aggressive salesmanship early in the season should lead to good sales increases.

Competition from suppliers in other countries is expected to increase, however. Those near at hand in Europe have a distinct advantage over suppliers from other countries farther afield, as in the United States. European suppliers can keep in touch with market possibilities in Spain on an almost day-to-day basis, and they can often more readily and rapidly adapt their offerings to the changing requirements of the market.

By early participation in the growing Spanish economy, and close follow-up with sales and technical service, American businessmen can assure themselves of a profitable share of the market.

Despite the past ten years of rapid growth, Spain is still a country in which relatively more remains to be done in many areas of the economy than is the case in other European countries. Thus, Spain offers correspondingly more potential for suppliers from abroad. And at the same time, facilities for promoting and following up on market possibilities are well-developed.

A number of private American firms have established offices in Spain, in nearly all support fields: market research, public relations, management consulting, credit rating, legal counsel, public accounting, banking, factoring, securities brokerage, and other services, offering to the American manufacturer or exporter a great variety of support services, fully experienced in U.S. business requirements.

# Japan tops expectations

## Anticipated 'Year of adjustment' in 1968 became year of record export growth

The momentum generated by Japan's booming exports, buoyant private investment, and heavy consumer spending in 1968 has carried over into 1969, and most observers—including the Economic Planning Agency—expect continued expansion in 1969, although at a slower pace than last year.

The semiannual Economic Trends Report from the U.S. Embassy in Tokyo says that by the first quarter of 1969 Japan had replaced West Germany as the country with the third largest gross national product in the world. In fiscal 1968, which ended Mar. 31, 1969, Japan's GNP reached the equivalent of about $141 billion. This figure represents an increase of 17.3% (12.6% in real terms) over the preceding fiscal year, a remarkable performance which far exceeded original official estimates of 7.6% in real terms for fiscal 1968.

JAPANESE AFFILIATE OF Harnischfeger Corp. of Milwaukee recently produced first of firm's Model 2100 electric mining shovels to be made in Japan. Three company couples celebrated the occasion by being married in the shovel's dipper.

Japan's exports rose by a phenomenal 25% in 1968, and the trade surplus more than doubled to a level of $2.5 billion, compared with $1.2 billion in 1967. Japan's export boom has been concentrated on the overheated U.S. economy. Surging exports to the United States accounted for fully 42½% of Japan's increase in total exports last year. Japanese goods also registered large gains in Southeast Asia, where trade has been strongly stimulated by U.S. expenditures on the war in Vietnam.

Another major factor was ample capacity in major export industries. Iron and steel producers were able to expand exports by 35% and the automotive industry by a whopping 65%. In addition, "administrative guidance" on the proportion of total production to be marketed at home and abroad contributed to the export drive, as well as numerous beneficial financial arrangements for exporters.

Imports began to stabilize at the end of the first quarter of 1968. As a result, imports increased by only 13% in 1968, in sharp contrast to a 23% rise in 1967. To some extent, the slowdown in imports last year reflected an adjustment of imported inventory built up in the closing months of 1967.

Another possible element was anticipatory purchases from abroad late in 1967 which replaced some 1968 imports as a result of a rumored increase in prior import deposit requirements. Apart from the possibility of some buildup of imported inventories which currently are at a comparatively low level, imports are unlikely to increase by more than 15% this year.

In 1968 an unprecedented inflow of long-term capital greatly strengthened Japan's overall balance of payments position. Substantial net exports of long-term capital, largely related to export financing, have been a feature of Japan's external accounts since the mid-1960's. Such outflows (net) reached $812 million in 1967, but in 1968 they were reduced to $245 million by an exceptionally large inflow of long-term foreign capital.

There was an unusual flow of foreign funds into Japanese securities last year, and foreign interest remained strong in the first quarter of 1969. Gross foreign purchases of Japanese securities in 1968 totaled $443 million, almost three times the level of any previous year. Deducting gross liquidations of foreign holdings of Japanese securities, the net balance of payments inflow on securities totaled $229 million, compared to only $69 million in 1967.

### U.S. trade prospects

In 1968, the U.S. bilateral deficit on merchandise trade with Japan totaled about $1.1 billion, probably the largest bilateral trade deficit with any nation ever recorded by the United States. The United States almost certainly will have another substantial trade deficit with Japan in 1969.

In fact, given the relationships during the past decade between U.S. GNP growth and imports from Japan on one side and Japan's GNP growth and imports from the United States on the other side, the economic growth rates presently forecast for the two countries might well be accompanied by further deterioration in the U.S. bilateral trade position with Japan.

At the moment, yen financing rates are substantially below comparable dollar and Eurodollar rates. This is likely to persist,

### New liberalization move

Japan's Cabinet recently approved a list of industries for liberalization on Mar. 1, 1969. One hundred and thirty-five new industries are now eligible for up to 50% foreign participation; twenty will be eligible for up to 100%. In addition, the scope and amount of foreign participation in twelve industries liberalized in 1967 will be expanded.

As in the case of the first round, it remains to be seen whether the liberalization will be meaningful in terms of actual interest on the part of foreign capital, and particularly whether the official approval processes will be administered in such a way as to make for effective liberalization.

at least through mid-year. Recent reports indicate that the Japanese authorities are considering allowing some increase in yen financing for imports.

Official attitudes toward long-term borrowing abroad probably will remain permissive, but recent market conditions may cause postponement of planned borrowings, owing to the high level of interest rates abroad.

In summary, U.S. banks can expect little, if any change, in their relationships with Japan in 1969, apart from the possibility of some yen-shift for import financing. Those U.S. banks offering Eurodollar facilities might experience a pause in impact loans or other long-term borrowing by Japan as a result of high interest rates abroad. However, Japanese interest in securing long-term funds from the Eurodollar market and Euro-issues almost certainly will continue to follow the pattern established in recent months.

## A year of adjustment?

Last year was supposed to have been a year of adjustment, according to almost every forecast at the time. Instead it proved to be a boom year. There presently is some reason to believe that 1969 will be the year of adjustment that was expected last year.

In any case, a high rate of economic activity can be forecast with considerable assurance through the second quarter. After that, the economy almost certainly will slow down, at least in comparison with last year's hectic pace. The question, as always, is one of degree. Will the slowdown be moderate or substantial?

As matters stand, most indicators point to a moderate slowdown, with the Japanese economy still operating at a high level in comparison with the economies of other industrial nations throughout 1969.

The very short-term outlook for the balance of payments is decidedly buoyant. Exports continue to rise, imports remain stable, and the gross inflow of long-term capital remains at unusually high levels. This situation probably will last until May or June.

After mid-year, the effects of a slowdown in the Japanese economy, combined with a slower pace in the U.S. economy, might moderate the rapid growth of Japan's trade. Such developments would further stabilize imports, but they also could appreciably slow down the hectic pace of Japanese exports.

However, Japan probably will achieve a sizable trade surplus for 1969 as a whole. If recent favorable trends on long-term capital continue, Japan might have an overall balance of payments surplus of at least $500 million in 1969.

VIBRANT JAPANESE ECONOMY should maintain its momentum in 1969, paced by private investment, exports and consumer spending. Above, part of the Tokyo business district. (World Bank)

In the first quarter of 1969, economic activity, particularly equipment investment and private consumption, remained at a high level. However, producers' inventories of finished products have continued to rise, and all recent surveys indicate a slowdown in plant and equipment investment for fiscal 1969. Private credit demand is still very strong, and the banking system generally has maintained a restrictive policy. Wholesale prices have remained level, while consumer prices have continued to creep upward.

Exports have continued a strong growth. On a seasonally-adjusted basis, Japan's overall balance of payments position has been exceptionally strong with an overall surplus in what is usually a seasonally adverse quarter. As a result, foreign exchange reserves passed the $3 billion level in February.

## Spectacular improvement

In 1968 Japan achieved a record overall balance of payments surplus of $1.1 billion, an improvement of nearly $1.7 billion over the deficit recorded in 1967. This spectacular improvement has carried over into the first quarter of 1969 with a record $200 million overall surplus in February—the latest month for which statistics were available at the time of writing.

During the past few weeks, some leading indicators have suggested a possible slowdown in the economy. In particular, cutbacks in new investment plans, rising inventories of finished goods, and slower orders for new machinery and construction have been cited as signaling a slowdown.

## Slowdown possible

Moreover, most of the broad measures of production and demand recorded a slower growth rate since December than in the same period of the previous year. Thus, the possibility of a sharper than expected slowdown in 1969 cannot be ignored, although current talk about a recession is clearly premature.

Despite mixed signals (some slowdown was expected in any case from the hectic pace of 1968), the economy still is advancing at an impressive rate, and this advance remains broadly based. Finally, if misgivings caused by a few leading indicators merely reflect temporary conditions, as claimed by government officials, then most economic indicators would point toward a better balanced growth pattern at a still high rate of

RISING WAGES HAVE LED to large increases in the kinds of goods and services demanded by Japanese consumers. This expressway near Kyoto handles growing auto traffic. (World Bank Photo)

about 14% (9.4% in real terms) for fiscal 1969.

Consumer prices rose by 5.3% in calendar 1968. The high level of economic performance in recent years has triggered larger than usual consumer price increases. This development probably reflects structural imbalances in the economy, as well as upward pressure on money wages caused by growing tightness in the labor market.

Rapidly rising wages, in turn, have caused large increases in the kinds and quantities of goods and services demanded by Japanese consumers. Such increases reflect real gains in living standards, but the rapidly rising cost of services, rentals and housing, many consumer goods, and the growing budget burden of the government's rice program all reflect persistent consumer price pressures with little or no offset in terms of either better quality or greater choice.

Wholesale prices—a much more significant indicator of manufacturing costs—have remained virtually stable for the past twelve months. Wholesale price stability is supported by policies that allow relatively free imports of materials for industrial production. Partly for this reason, recent consumer price increases so far have had little direct effect on the cost-price structure of industry.

On the other hand, the effects of a growing scarcity of labor on wages have some direct effect on industrial costs. Industrial wages rose by 14.2% in 1968, compared with 12.1% in 1967. In the 1950's, wage increases in Japan were more than offset by rapidly rising productivity, but in the 1960's this relationship has become mixed. In five of the past eight years, wage increases have equaled or exceeded increases in productivity, although in most cases the difference has been small. Nevertheless, the 14.2% wage increase in 1968 is the largest in recent years, and since 1965 the trend has been steadily upward.

General account expenditures will rise by 13.9% over total budget spending for fiscal 1968. Relatively large increases are planned for export promotion, economic cooperation, and transfers to the industrial investment special account. The budget is regarded by the government as being economically neutral—neither expansionary nor restrictive.

### Cautious financial policies

The cautious relaxation undertaken last year has not resulted in easier credit, in view of the upward surge of the economy. As a result, money market rates in Japan have remained about the same over the past six months and credit conditions have remained tight.

Recent indications of a possible slowdown have added another element to support somewhat more relaxed fiscal and monetary policies. However, the authorities have clearly indicated no change, at least until mid-year. If some relaxation is deemed appropriate at that time, it probably will be on the fiscal side through stepped-up government spending rather than on the monetary side by easier money policies.

Thus, Japan is following and probably will continue to follow quite cautious financial policies partly in order to keep a high level of international reserves.

### U.S. prospects

Current trends indicate a moderate increase in U.S. export sales to Japan this year. Non-commodity exports to Japan by American suppliers appear to be influenced by the level of new plant and equipment investment in Japan, and as a slower rate is widely expected for such investment, non-commodity exports from the U.S. might slow down correspondingly.

As for the largest U.S. export to Japan, agricultural commodities, there is considerable evidence that the Japanese authorities will step up existing programs to diversify sources of supply. This import policy combined with export losses resulting from the U.S. dock strike probably will cause a decline in agricultural exports to Japan in 1969.

## Eximbank authorized seven discount loans in first quarter

During the first quarter of 1969 the Export-Import Bank authorized seven discount loans totalling $20.3 million. These loans are made to provide an incentive to commercial banks to finance overseas sales and thus help the U.S. balance-of-payments position.

The loans made during the three-month period were as follows: $3,900,000 to the Chase Manhattan Bank N.A.; $8,500,000 to the Continental Bank International; $6,000,000 to the Continental Illinois National Bank & Trust Co.; $1,200,000 to the First Pennsylvania Banking & Trust Co.; $300,000 to the Marshall & Ilsley Bank; and $400,000 to the United California Bank.

Interest rates range from 5.375% to 6.7%; maturity ranges from one to three and one half years.

# Dutch upturn continues

## Full effect of TVA tax on U.S. exporters not yet apparent; investment interest rises

The expansion of the Dutch economy that started with the recovery noticed in mid-1967, continued through 1968 and is expected to hold through 1969 in the face of recent price developments and wage pressures that threaten an inflationary spiral. This is the verdict of the semiannual Economic Trends Report from the U.S. Embassy in The Hague.

The Dutch Government went to great pains to prepare the public for the changeover on Jan. 1 to the tax-on-value-added (TVA) system of turnover taxation, but was itself caught unprepared by the sharp price increases that took place across almost the whole range of goods and services under cover of the confusion that accompanied the switch.

Before the end of 1968, the Dutch Government repaid the remaining balance of the U.S. Marshall Plan loan, amounting to $65.5 million, which was originally due to be redeemed between 1976 and 1983.

Dutch tourism to the United States was up 8.5% in 1968 with 39,794 visitors from Holland.

In spite of U.S. restrictions on bank credit and on direct investment by U.S. firms abroad, American subsidiaries and joint ventures have continued to be set up in the Netherlands (at a faster rate than that for all foreign investment in the Netherlands) with a considerable amount of money borrowed from the Eurodollar market and local banks.

### U.S. firms on rise

There are about 350 U.S. enterprises in the chemical and metal industries alone, and the number of U.S. international engineering bureaus in the Netherlands is increasing.

The major differences the United States has with the Netherlands concern the more general areas of conflict between the United States and the European Economic Community (EEC) in the field of trade policy. Hoogovens, the Dutch steel producer, joined in the voluntary scheme to restrain exports of steel to the United States.

American trade analysts fear that some of the increase in the level of Dutch border tax adjustments resulting from the changeover to the TVA system of turnover taxation will adversely affect the competitiveness of U.S. imports in the Netherlands. This complex question is under study and the degree of harm to U.S. exporters has not yet been established.

The domestic price and wage inflation accompanying the change to TVA should, on the other hand, counter some of the adverse effect of U.S. competitiveness. Insofar as Dutch investment and production may suffer from the credit squeeze, U.S. exporters should gain, especially since consumer expenditures are expected to continue to rise in 1969.

The U.S. supplied about 25% of the $1,450 million worth of Dutch agricultural imports in 1968, although the slide off the peak year 1965-66 will probably continue in 1969 owing to the Common Agricultural Policy price support of EEC production. Prospects for improving U.S. exports of hard winter wheat, corn and sorghum are poor, but, barring the adoption of a proposed EEC tax on fats and oils, export prospects for U.S. spring wheat, soybean meal and corn gluten meal remain good.

U.S. industry has about 9% of the Dutch market for machines and apparatus in the processing industries (chemical, petrochemical, pharmaceutical, food and allied luxuries and dairy) in spite of the high state of technology in the Netherlands and in its close neighbors, and the absence of customs barriers among the EEC partners. U.S. innovations in equipment and instrumentation will continue to find an eager market in Holland.

The Dutch penchant for organization and rationalization provides growing markets for data control machinery for offices. The spectacular expansion in the natural gas industry calls for increased purchases of American metering and control instruments. The technological revolution in the Netherlands will continue to absorb scientific, optical and electrical measuring and control instruments and apparatus.

The high state of medical research and care in the Netherlands results in a good market for electro-medical equipment. New concern with the effects of industrialization in this most densely populated country makes water and air pollution control and purification equipment and electric traffic control equipment a good prospect.

Other product lines with good export prospects are: office copying machines; heating, cooling and air conditioning

**DUTCH IMPORTS ROSE 11% during 1968, and the continuing economic expansion should create more sales openings in 1969. This Royal Dutch steel plant uses large quantities of imported ore and coal.**

equipment; pumps, valves and filters; jet aircraft parts; chemicals, chemical fertilizers and plastics. Reflecting the rising standard of living throughout the Netherlands, the market for packaging equipment, specialty foods, casual clothing and photographic equipment and supplies is growing.

The 14% increase in 1968 Dutch exports to a new record value was spurred by German demand, up 22%, and increases in exports to France by 31% and to the United States by 27%. Chief export categories were agricultural products, meat, synthetics, chemicals, machines and apparatus (including electronic measuring, precision and optical instruments), iron and steel.

Imports, up 11%, consisted chiefly of cars, grains, chemicals, instruments, machines and apparatus, oil bearing seeds, timber, furniture and knitwear. Sales of private cars rose 25% to 334,000 units in 1968. At the end of January there were 2.1 million autos in the Netherlands (one for each six persons). This figure is expected to reach three million by 1971 and four million by 1975.

On current account (transaction basis), the balance of payments showed a considerable improvement in the first half of 1968, but with an increase in imports for stockbuilding, the second half showed a deficit. The year's balance was 253 million guilders in surplus, only half of the surplus forecast in September and more than 550 million guilders below the planning goal of a surplus equaling 1% of national income. Capital transactions in the non-monetary sector resulted in a 600-million-guilder deficit (450 million in 1967), 275 million of it for Government account.

The rise in world demand for Dutch products should be smaller in 1969. The benefit gained from German fiscal trade measures will be offset by French protectionist measures and by deflationary steps in England and the United States that should show more effects this year.

## Surplus expected

Although the current wage-price spiral points to a deterioration of Holland's competitive position, a balance of payments surplus of 300 million guilders (current account) is still forecast for 1969, to be offset by an equal long term official capital outflow (mainly increased aid). The long term private capital account should be in equilibrium. Exports should still increase, by 10% in 1969, but imports are expected to increase by 10% also.

New wage contracts must be negotiated for a significant sector of the labor force in 1969 at a time when organized labor is displaying an unaccustomed militancy. The most important trend-setting agreement early this year gave 450,000 workers in the heavy metal industry pay and benefits hikes that represent an increase in wage costs of 9.5%.

The Government's response so far has been a 3% raise in the family allowance and a slight increase in the minimum wage (which now covers women for the first time) to counter the cost of living increase. Government estimates put the 1969 wage increase at the same rate as in 1967, 8.5% compared to 1968's 6.5%. The Government's commitment to implement a free wage bargaining system coupled with labor's determination to maintain the worker's purchasing power leads observers to consider the 8.5% estimate to be conservative.

The strong revival of demand in 1968 was fed by the 14% increase in Dutch exports and the expansionary effect of the Government budget. Assisted by favorable weather, the volume of public investment increased 13% (local governments—9%).

Aided by larger credits and a recovery in profit margins, investment by enterprises rose, with the volume of private investment in equipment up by 8% (investment in commercial buildings was up 4.5%).

There was a continued expansion of production, especially in those sectors showing the greatest increase in exports. Total industrial output was up 9%. With a rise in real income of 2% in 1968, the volume of private consumption grew 4.5%

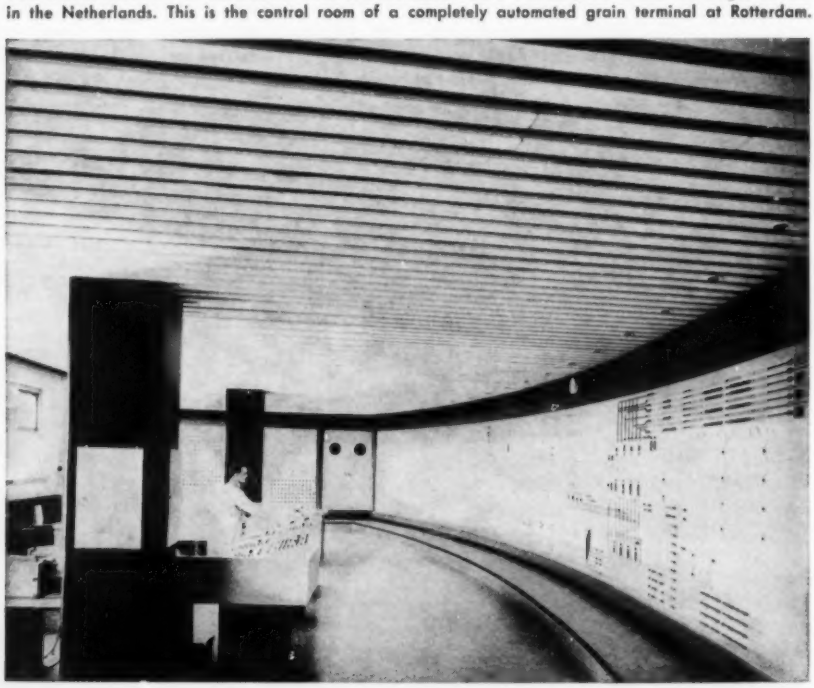
Tighter money will slow the rate of investment down slightly in 1969 and more so in 1970, with investment expenditure by enterprises up 6% in 1969, 4% in 1970. Though curbed by stiffer installment buying terms, a rise in the level of tax-exempt basic income should contribute to a 4.5% increase in disposable real income and a volume increase in private consumption of 4%. The volume of public expenditure should increase by 7%.

Unemployment should continue to decline in 1967, but an increase in the jobless rate is seen at the end of 1970. Labor productivity is forecast as rising only 3.5% (6% in 1968, 6.5% in 1967) for all sectors. Labor productivity in the industrial sector is forecast as rising 6% (9.5% in 1968, 8% in 1967).

A sharp rise in wage costs, added to the shortage of skilled labor and the fact that certain industries are reaching the limits of capacity, make it unlikely that production will increase as much as planned. Shrinking profit margins will especially hurt labor intensive industries and those like the textile and engineering industries where sharp competition does not permit passing on cost increases.

The emphasis on budgetary and mone-

U.S. INNOVATIONS IN EQUIPMENT AND INSTRUMENTATION will continue to find an eager market in the Netherlands. This is the control room of a completely automated grain terminal at Rotterdam.



tary policies to curb the growth of spending carries with it some dangers. The Government is determined not to exceed the forecast budget deficit of 3,000 million guilders, and, thus, not to add to the strain on the capital market. This policy will require postponing some investment expenditures, increasing certain indirect taxes, and advancing the date of other increases in indirect taxation originally planned for 1970.

### Tax shift criticized

This is due to the increase in municipal financing needs, a rise in the level of tax-exempt basic income to compensate lower income groups for the increased cost of living resulting from the introduction of TVA, and an increase in defense expenditures as a response to the invasion of Czechoslovakia. But the criticism is heard that the shift from direct to indirect taxes only worsens the problem of rising prices.

Fear is also expressed that the Government's monetary policy will bear the main burden of demand restraint. A number of steps have been taken to brake the expansion of credit.

Dutch agriculture, still plagued by a mounting surplus of milk and milk products, is generally healthy and exhibits a technical superiority over other EEC countries. Agricultural exports rose 15% in 1968 to $2,300 million, constituting 28% of all Dutch merchandise exports. Exports of cattle and meat and of poultry and eggs rose 25%; exports of arable farm products by 19%, mainly grains. West Germany purchased 35% of Dutch agricultural exports, the remainder of the EEC, 28%.

General industry turnover in 1968 rose 10% to a value of 67,200 million guilders, of which 21,200 million guilders was realized abroad. Production in the mining sector was up 32.5% owing to strongly increasing natural gas production while coal production declined to 6.6 million metric tons (coal imports rose 500,000 tons to 7.8 million tons).

By December, only five years after the first large scale natural gas production in the Netherlands, the whole of the Netherlands (except one town) had converted to natural gas.

CONTAINER TERMINAL AT ROTTERDAM handled 80,000 containers in 1968, speeding up the handling of the Netherlands growing world trade. Many U.S. containers appear in this partial view of the terminal.

Production in the public utilities sector rose 23.1%, and even the textile industry recovered from its 1967 decline by a 13.5% increase. Building activity in 1968 increased by 9.5%. Employment in the building industry rose by 5.5% while productivity increased. 8%. Housing construction, however, was lower than 1967.

### Housing shortage persists

The Government now expects the housing shortage in the Netherlands, estimated at 93,000 houses at the end of 1968, to persist until 1973 in view of an unexpected drop in the marriage age and a greater demand for independent housing.

The Dutch chemical industry, 12th largest in the world, enjoyed a very rapid growth in 1968, with a production increase of 24.9%. This expansion is expected to continue in 1969 as a result of investments made in 1967. Export-oriented, the chemical industry employs 20% of the Dutch work force.

Another export-oriented sector is the pharmaceutical industry where almost two-thirds of its 1968 turnover of 650 million guilders was realized abroad. Crude oil production fell 5% to 2.1 million metric tons in 1968, providing over 8% of domestic consumption of oil products.

Steel production in the Netherlands is at a high level with the first two months of 1969 showing a production increase of 25.7% over the corresponding months of 1968.

The European Coal and Steel Community is expected to grant its first investment credit (25 million florins) to the Verolme United Shipyards to build a 560,000-ton-capacity dry dock near Rotterdam. The Dutch Government has granted a 75 million florins credit guarantee for this project. The Dutch are working out their differences with the Germans over transportation policy with Herr Leber, the German Minister of Transport, renouncing plans for fixed freight prices in Rhine shipping and making some concessions to Dutch truck transport.

### Countering inflation

In an effort to counteract inflationary pressures, the Netherlands Parliament acted on Apr. 8 to freeze the prices of all goods and services at their Mar. 14 level. At the same time, the Central Bank raised its discount rate from 5% to 5½%.

## Hong Kong joins ADB

Hong Kong joined the Asian Development Bank on Mar. 27, raising the Bank's regional membership to 20 and the total membership to 33.

Membership in the Bank is open to members and associate members of the United Nations Economic Commission for Asia and the Far East (ECAFE) and to regional or non-regional developed countries which are members of the United Nations or any of its Specialized Agencies. Hong Kong is the first associate member of ECAFE to join the Bank as a full-fledged member.

# Oil keeps Saudis on move

## Strong competition forces U.S. suppliers fight to regain markets lost during dock strike

Fueled by record oil production levels, the Saudi economy continued its steady growth during 1968 and the outlook for 1969 is promising.

Oil production in 1968 rose 9.2%, giving The Arabian-American Oil Co. (ARAMCO) its first billion-barrel year, and ARAMCO projections of a record average production during 1969 of three million barrels daily were fulfilled for the first time during February, but preliminary figures for March showed a return to lower levels.

The semi-annual Economic Trends Report from the U.S. Embassy in Jidda says that the recent East Coast dock strike in the United States caused the loss of sales to Saudi Arabia, particularly of U.S. food products such as wheat flour and rice. For example, it is estimated that during the strike Eastern Province merchants purchased about 10,000 tons of wheat flour from Australian and Middle East exporters. A major Eastern Province food importer claims to have lost $70,000 in U.S. food sales during February and March, and an important Jidda importer of U.S. foods reportedly had similar losses during the strike period.

Having switched to other sources of supply, some Saudi businessmen may not automatically return to their American exporters. U.S. food exporters, therefore, may have to make special efforts to recapture their former market.

### U.S. position challenged

The United States remains Saudi Arabia's largest supplier, providing about 24% of total Saudi imports. This position, however, is being challenged by increasingly vigorous and effective competition from Japanese, British, and Continental European, particularly French, firms. Aside from close attention to the Saudi market, many of these firms have shown themselves increasingly able to compete with U.S. producers not only in price but also in the quality of their products.

The Japanese give a good deal of systematic attention to this market as do the English and French, both of whom have two full-time commercial officers in Jidda and both of whom are planning rather elaborate trade exhibitions in Jidda in the fall.

There has been a clear increase in the volume of French imports in recent months, particularly of hardware, cars, and appliances. In addition to the liberal credit policies also offered by other European and by Japanese firms, French salesmen are benefiting from local popular and official goodwill toward French foreign policy in the Middle East.

The following categories of goods offer some of the best opportunities for American exporters to the Saudi market: rice and food grains, food specialties (canned and frozen), cigarettes, builders' hardware, road construction and earth moving equipment, oil field machinery and equipment, electric household appliances, aircraft, aircraft control systems, communications equipment, motor vehicles, and agricultural equipment.

### Increasing rivalry

**The competitive challenge to the United States is growing not only in the sale of merchandise but also in the pursuit of contracts for the Saudi Government's development projects. Japanese, German, French, Italian, and Spanish firms are getting an increasing number of project contracts which, although not always of major importance in themselves, do enable these firms to acquire experience and an established presence in the Kingdom which can prove a great advantage when major projects are announced.**

Saudi Arabia is a good market for new consumer products of all kinds. As the Saudi economy expands and middle-class buying habits become more widespread, an increasingly sophisticated consumer population will demand more and better quality food specialties and consumer durables. However, new consumer wants usually spread more rapidly than do increases in disposable income, so that the cost of modern, quality products, such as cars and appliances will become more critical than it has in the past.

Spending for development projects will remain at a high level in Saudi Arabia, and the resultant increases in the demand for design, engineering and construction expertise will provide excellent opportunities for those firms established or prepared to establish themselves in Saudi Arabia.

The levels of production and payments by the Arabian-American Oil Company (ARAMCO), prime determinants of the economy of Saudi Arabia as a whole and the Eastern Province in particular, promise to remain high in 1969.

With more of the new super tankers calling at the port of Ras Tanura, ARAMCO is repeatedly breaking records for cargo loadings.

ARAMCO's purchases of capital goods and services from local businessmen have held steady in comparison with last year, although company purchases of consumer items and supplies is off 5 to 10%. ARAMCO has followed a consistent policy of procuring its supplies and equipment from Saudi sources to the fullest extent possible, and its purchases provide a continuing stimulus to trade, particularly in the Eastern Province.

Although contracts for some major government projects have not been let as rapidly as expected, a high level of spending, both public and private, remains a prime determinant of economic activity throughout the Kingdom. While contracts for two of the largest projects, for which American firms are in strong contention, have been delayed some months, they will probably be let in 1969, perhaps during the next Saudi fiscal year beginning on Sept. 12. These are the $60 million Tabuk military cantonment and the $150 to $200 million airport construction and expansion programs for both Jidda and Riyadh.

The Saudi development effort continues to emphasize infrastructure projects such as roads, harbors, and sewage and water. In addition to the expansion of the internal road network, three international road links are planned or under construction; the Saudi Arabia-Qatar road is 30% completed; a 120-kilometer extension of the Tapline highway into Jordan is planned; and the paved connection between Tabuk and the Jordanian border should be completed this year. With the completion of these roads and the nearly completed East-West road between Me-

dina and Riyadh through the Qassim area, access to many of the cities and towns of the Hejaz and the Nejd will be greatly improved.

The Jidda port expansion project is proceeding on schedule toward its 1971 completion date. A design has been approved for the construction of additional berths at the port of Dammam where construction is already under way on a loading pier for the Saudi Arabian Fertilizer Co. (SAFCO).

Feasibility studies and engineering surveys for the development of one Gulf and seven Red Sea ports are now being planned. Priority will probably be given to Jubayl on the Gulf coast and to Jizan on the Red Sea.

Water distribution and sewage systems are now being constructed for Riyadh, Jidda, and Mecca; flood control studies and projects are also receiving considerable attention as a result of the heavy rains which in January did heavy damage to roads, towns, and shipping, and threatened as well to disrupt this year's pilgrimage. The designs have been approved for a $14.4 million, 7.5 million-gallon-per-day desalinization plant at Al-Khobar to serve nearby Eastern Province towns; although bids have yet to be invited for this project, it must progress quite rapidly if the planned 1971-72 completion date is to be met. A German firm has now completed a reported 40% of its four-year, $44 million contract for the Al-Hasa irrigation and drainage scheme.

With many important infrastructure projects designed or under construction, projects of lower national priority are now receiving attention and money. The future growth of the capital, Riyadh, will be based on a recently completed city plan, the initial phases of which will be carried out by an Italian firm at a cost of $22.8 million. Both Mecca and Riyadh are scheduled to receive large conference centers, which will include hotels, at a projected total cost for the two centers of $36.2 million.

Although Saudi Arabia's surplus of foreign exchange receipts over payments declined somewhat in 1968, the country's reserves remain, at about $661 million, more than sufficient to support its commodity imports and the national development effort.

Aside from the $140 million of annual subsidies paid to the UAR and Jordan, the decline in the surplus continues to be due mainly to rising commodity imports. This was to be expected as an increasing number of development projects have moved forward, creating both direct and indirect requirements for imported goods.

Increasing financial sophistication is reflected in the growth of time and savings deposits at a rate of about 35% per year for the past five years. Financial flexibility within the Kingdom has been enhanced by the Saudi Arabian Monetary Agency's establishment of offices throughout the country which facilitate the exchange of bank checks, drafts, and notes.

The health of the Saudi market remains largely a function of Government spending for economic development and public and private industrial diversification projects. The Saudi development effort will continue and may well expand as planning on new projects reaches implementation. On this basis the economy will very probably continue to expand at a 10 to 15% annual rate.

Following the usual Ramadan doldrums in the closing months of 1968, the wholesale and retail markets have moved ahead and are now rather stable at a level 10 to 15% above that of a year ago. Although some merchants in Jidda and the Eastern Province are complaining about high inventories and market sluggishness, these minor complaints seem largely to reflect specific cases of over-ordering or unrealistic sales projections.

## Record pilgrimage

This year's pilgrimage season is considered to have been a commercial success with a record number (374,784) of foreign pilgrims bringing in a total of about $75 million, of which about one-third will accrue to the Saudi Government. Purchases by pilgrims were greater this year than last in almost all categories; textile sales are predicted to be up 15 to 20%, grains, vegetables, and canned goods sold about 15% better than in 1968, and sales of rugs and cosmetics/pharmaceuticals are believed to have risen about 5%.

The upward trend in imports is concentrated in steadily increasing demand (now 10 to 15% higher than last year) for automobiles, building equipment and machinery, earthmoving and road construction equipment. The large number of houses and apartments being built (on increasingly expensive land) should advance the demand for builders' hardware, household appliances, and air conditioning equipment.

Food products remain the largest single category of Saudi imports, accounting for about 30% of the total.

Construction is booming in the Kingdom, and the resultant increase in demand for skilled and semi-skilled labor in the last year is estimated to have driven the cost of such labor up between 15 and 30% in most cities.

Industrial diversification is also advancing; modern commercial fishing has recently begun in the Red Sea, and licenses have recently been granted for diverse new light industries such as caustic soda, sulfuric acid, polystyrene foam insulation, and facial tissues.

**HAVING SWITCHED TO OTHER SOURCES during the U.S. dock strike, some Saudi businessmen may not return quickly to their American suppliers. Below, the center of the business district in Jidda.**

# Martinique, Guadeloupe, French Guiana economies remain tied to France; EEC role is growing

## Tourist industry felt to offer best development potential; U.S. holds position as second supplier despite tariff disadvantage

The economy of the French Antilles and French Guiana continues to be overwhelmingly dependent upon heavy spending by the French Government. In pursuing its goal of bringing them up to the economic level of their metropolitan counterparts, the Government is spending on these Departments relatively a great deal more money than it does in Continental France, according to the annual Economic Trends Report from the U.S. Consulate in Martinique. The Martinique Consular District includes the French Overseas Departments of Martinique, Guadeloupe and French Guiana.

Additional assistance comes to the local economies from the European Development Fund and the existence of a protected European market for sugar and a protected French market for bananas. An indication of the importance of Government expenditures is the fact that in Martinique salaries paid by the Government amount to 42-45% of total salaries paid on the island.

There is no indication that this spending will decrease during the next few years. The austerity plan put into effect by the French Government at the end of 1968 resulted in only very slight reductions in projected expenditures for the overseas Departments, far smaller than those put into effect in metropolitan France.

These Departments, being integral parts of France, impose no duties on imports from France or its Common Market partners, thus putting the United States and other third countries at a disadvantage, aggravated by high freight rates and irregularity of shipments for imports from the United States. The gradual elimination of tariffs within the Common Market was in past years reflected in a drop in imports from the United States, particularly in the automotive field.

However, the United States has maintained its position as the second supplier of these Departments, after France itself. American machinery of all kinds continues to be in demand, as well as paper for the two International Paper Co. plants in Martinique and Guadeloupe, shrimp from the U.S. boats for the American-owned freezing plants in Guyana, foodstuffs, and automotive and boating equipment. Other U.S. products which could sell would be synthetic fibers, toys and indoor games, and electrical components.

Certain products are exempt from internal taxes, as distinct from tariff duties, normally leveled on imports as well as French and local goods. These include foodstuffs, building materials, fertilizer, and industrial and agricultural equipment.

Traditionally, there has been practically no non-French capital coming into the French West Indies with the exception of the shrimp industry in French Guiana and a few very small businesses. This situation results from several factors: the exclusiveness of the Department's traditional family businesses; apparent French reluctance to accept outside investments; and the limited possibilities for profitable investment.

It is now realized, even in official circles, that high levels of government spending and local resources cannot provide the capital necessary for industrial growth and that foreign participation must therefore be obtained. It was originally hoped that metropolitan France might supply this capital but as it has become evident that this will not be forthcoming, U.S. and Canadian capital are now welcome.

The first examples of this opening door were the two U.S. shrimp processing centers in French Guiana and the International Paper Co. plants in Martinique and Guadeloupe. More recently, the emphasis on hotel construction has attracted increasing American and Canadian interest.

The likelihood for increasing foreign investment seems reasonably bright, particularly as long as the present departmental status of the French Antilles and Guiana is maintained. The French administration provides many advantages, in the way of tax exemptions and government loans, in order to encourage such investments.

### Tourism creates more jobs

A prevailing local attitude is that growth in the tourist industry offers one of the best potentials for the future economic development of the French Antilles, and tourism is even given emphasis in French Guiana. French Government planning counts on tourism to provide 20% of the investments and an important proportion of the new jobs projected for 1970. Tourism is relatively more important in that the number of jobs created for the amount of investment is greater than in the more technical industries.

The projections call for the construction of approximately 2,000 new hotel rooms each for Martinique and Guadeloupe between 1966 and 1970, which should create 5,000 new jobs. A further projection, not yet officially adopted, foresees a total of 9,500 tourist hotel rooms by 1985.

The French Government has approved several industrial projects which should, if implemented, help toward its self-imposed goals of effecting $51 million worth of industrial development in Martinique and Guadeloupe, producing 5,000 jobs by the end of 1970.

One such project, an oil refinery in Martinique, will probably begin construction this year. Production is now targeted to start in late 1971. Esso, Texaco and Shell hold 50% of the shares in the con-

### Import volume up

**The volume of imports into Martinique and Guadeloupe is increasing at the rate of about 8% per year, while imports into French Guiana have had an even more rapid rise as a result of the demands of the Kourou Space Center. The increasing population, continuing French Government expenditures and the beginning steps of industrialization in these three Departments of France should result in a steadily growing demand for consumer goods, appliances and mechanical equipment. At the same time the hotel construction program will undoubtedly offer increased possibilities for U.S. building supplies, particularly aluminum products and air conditioning equipment, which are already selling well on the local markets.**

sortium, with two French companies holding the other 50%. Plans have been approved for a fertilizer plant to be built by the Sunray DX Co. of Tulsa, Oklahoma, and a vegetable oil plant in which Americans will have a 60% interest. In Guadeloupe an American group plans to build a factory to manufacture fiberboard from sugar cane waste. There are also plans to build a cement plant in each island.

Except for the refinery, none of these projects has gone beyond the paperwork stage and there is still no final agreement on the exact methods and sources of financing.

These projects, however, are not labor intensive and by themselves will fall far short of meeting the employment goals, particularly since they call largely for technical personnel which will be hard to find on these islands.

Martinique and Guadeloupe produce tropical products, cane and bananas, but are obliged to pay European wages and fringe benefits. This is partially compensated for by their access to protected markets, European for sugar and French for bananas. Labor costs, which had been gradually and deliberately raised over the years, took a sharp jump in 1968 and it required a last minute Government advance subsidy to the cane sugar producers to get Martinique's 1969 harvest started.

Although two-thirds of the French market is reserved for French Antillan bananas, the French Government deliberately keeps the prices low as it is the only fruit included in the official cost of living index. An oversupply allowed into France brought about a drop in price in late 1968 and the industry began 1969 in crisis conditions.

Hurricane damage and unfavorable weather have further worsened the situation, particularly for sugar, the production of which has decreased sharply in spite of a guaranteed high price. On the other hand there has been a rise in the production of bananas, which are at present sold at a loss. A third crop in Martinique, pineapples, is developing satisfactorily but remains limited.

Prospects for the main crops are not bright. For sugar they will depend on the industry's ability to reorganize and mechanize in order to hold costs below the guaranteed European price. The Government is trying to encourage a single milling corporation, combining the present six mills in Martinique. Decisions in Paris concernng access to the French market and price will be the determining factors for bananas, unless this fruit is integrated into the Common Market's agricultural program and granted Europe-wide preference. The French authorities also hope to encourage a partial transition to the cultivation of high price green produce for the European winter market.

Construction of the French Guiana Space Center, located in Kourou, started about three years ago. It has already become operative and a series of space probes were made in 1968. Launchings of rockets capable of putting satellites in orbit has been delayed by the French Government's austerity budget and will not start until about April 1970.

The Center already directly employs almost 3,000 people and has established its own small port, water and electricity plants, and living quarters. A satellite city is being built which foresees a population of around 6,000 by 1970. The impact of this construction and the additional infrastructure, and the purchasing power of the relatively high-salaried technicians are making themselves felt in the underdeveloped economic and commercial systems of French Guiana.

Government policy is to bring the local minimum wage up to that of metropolitan France. After increasing at the rate of 5% annually for the previous three years, the official minimum wage went up sharply (21.9%) in 1968. This was due to the disorders and strikes last May in Paris which resulted in a considerable rise in the minimum salary for metropolitan France and the abolition of the differential between industrial and agricultural minimum salaries, and for the Overseas Departments in an acceleration of the equalization process already under way. Martinique's minimum wage is still slightly lower in agriculture than in industry, and it remains below that of metropolitan France, but both these differences are due to be abolished during 1969. However, a greater proportion of the workers are actually at the minimum wage level than is the case in Europe.

## Activity picks up

There was little activity during the first two years of the present Five Year Plan (1966-70), but 1968 saw the virtual completion of two projects, the Diamond Rock Hotel built in Martinique with Canadian capital, and the Club Mediterranee in Guadeloupe with American Express participation. Also begun during the year in Martinique were a locally financed hotel to be managed by Hilton, another Club Mediterranee and a moderately priced Canadian holiday bungalow project. There are also projects, not yet initiated, for construction of a hotel by Sands Associates to be operated by Pan American in Martinique, and two by Sheraton interests, one in each island.

In order to attract tourists to Martinique it is also planned to build casinos and a championship golf course. Local investment in tourist facilities is encouraged by the exemption from taxation of any income invested in tourist facilities.

**TOURIST INDUSTRY OFFERS BEST POTENTIAL** for economic development in France's Caribbean departments. This picturesque harbor is in Guadeloupe. (French Government Tourist Office Photo)

# Costa Rica in strong rise

## Stabilization program, banana boom pace vigorous economic upswing

Costa Rica's Gross National Product (GNP) in current prices increased 10.2% during 1968. The increase in real terms (1955 constant prices) was 7.6%, making 1968 the fourth consecutive year of highly satisfactory economic growth according to the annual Economic Trends Report from the U.S. Embassy in San Jose.

GNP growth averaged 7.7% annually in real terms during 1965-68, while per capita GNP over the same period grew at an annual rate of 4.2%.

Leading sectors accounting for 42% of the 1968 growth were industrial production, up 12%, and agricultural production, up 9% over 1967.

Industrial gains were led by petroleum derivatives (as 1968 marked the first full operating year of the local refinery), rubber products (the new Firestone plant's first full year), and agricultural processing operations. Bananas, sugar and cattle production gains accounted for much of the agricultural growth.

Commerce, government and construction together counted for another 42% of 1968 growth.

A more than 20% increase in exports to $175 million in 1968 was a major contributor to rapid economic growth. Preliminary data indicate substantial increases in almost every significant export product, with bananas, meat, sugar, and industrial exports showing the most impressive gains.

While full year 1968 data are not available, imports are estimated to have risen 8.6% to about $209 million (c.i.f.).

### U.S. share declines

Preliminary Jan.-Sept. statistics show imports from the United States rose only 7.4% compared to the same period in 1967, indicating that the U.S. share of the import market declined somewhat. By way of contrast, imports from West Germany were up 26% during the first nine months of 1968 and imports from the CACM were up 58%. However, the U.S. share of Costa Rican imports remains near 40%.

The 1968 growth occurred during a year in which the Central Bank slowed the growth of money supply to 8% (compared to an increase of 31% in 1967) and the Central Government reduced its budget deficit from 168 million colones ($25 million) in 1967 to 114 million colones ($17 million).

The 1968 budget deficit would have been reduced even more had the Government been able to obtain Legislative approval of the San Jose Protocol, a Central American Common Market (CACM) measure placing a 30% surtax on imports from outside the CACM. The measure is still pending before the Assembly.

The Central Bank liquidity reduction program was, together with the nation's excellent export performance, a major factor in a steady appreciation of the free exchange rate from 8.56 in March 1968 to its current (March 1969) level of 7.10.

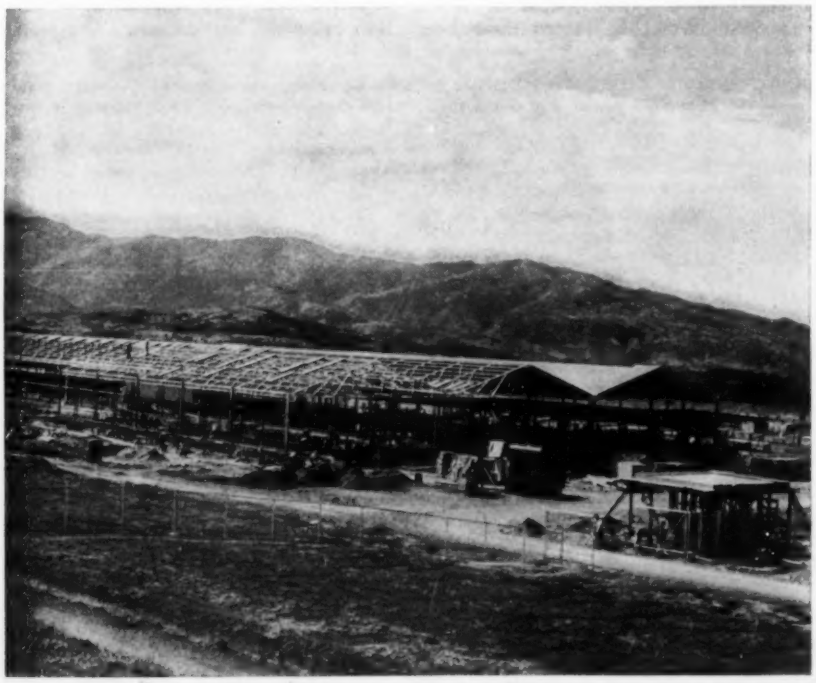
The retail price index for low and medium income families rose 4% during 1968, the largest increase in recent years. However, the price rise actually began in the latter half of 1967, largely in response to the 5% general sales tax implemented in July of that year, and there appeared to be a leveling tendency toward the end of 1968. Minimum wages were raised in October 1968 by 5 and 10%, depending on the job classification; most of the jobs covered by the increase received 5% raises. It was the first increase in the minimum wage since 1964.

It is expected that the rapid Costa Rican economic growth will continue, at least during 1969 and 1970. The major factors feeding the growth will be further rapid expansion in banana production; continued growth in coffee and sugar production; a resurgence of cacao production in response to higher world prices; continued industrial expansion; and heavy public infrastructure investment (largely foreign financed).

### Exceeds all expectations

The rapid surge in Atlantic Coast banana production which began last year has exceeded all but the most optimistic expectations. Preliminary estimates show exports of about 30 million boxes in 1968, with an export value of $45.1 million, up 42% over 1967. A large increase

**CONSTRUCTION INDUSTRY** played a major role in Costa Rica's strong 1968 economic growth. This Firestone plant near San Jose has since been completed. Continued industrial expansion is expected.



## International help

**Major new lending programs were approved in March by AID, the World Bank (IBRD) and the Inter-American Development Bank (IDB). The IBRD will lend $18.5 million to the national electric company, ICE, for electric power and telephone expansion. IDB will lend $8 million for feeder road construction and AID will lend $5 million to a private development bank (COFISA) for development sublending. The GNP growth rate over the next two years should approximate the growth obtained during 1965-68.**

is expected again in 1969 with exports reaching over 40 million boxes ($60 million), coming close to replacing coffee as Costa Rica's number one export.

Speculation that large annual export increases would begin to taper off in 1970 has been reversed by United Fruit Company's decision to renew production on the southern Atlantic Coast, near the Panama border. The Company announced plans to cultivate 10,000 acres providing a potential export increase of eight million boxes annually. In addition, the expansion will open up 4,000 new jobs in the economically depressed Limon Province.

Though the industry is concerned over threats to the market position of Latin American bananas in the European Economic Community and by Ecuadoran proposals for an international agreement controlling banana exports, the appearance of major new investment programs such as United's demonstrates strong confidence in the long term prospects for Costa Rica's banana industry.

### Port facilities strained

Led by the banana boom and continued rapid growth of industrial exports, largely to the CACM, exports are expected to continue high rates of growth, although probably not matching the outstanding 20% growth recorded in 1968. The growing strain on port facilities may become a limiting factor on exports over the next two years.

Coffee production in the 1968-69 crop year was down 7% compared to the previous year, but higher new market and traditional market prices are expected to more than offset a small reduction in export volume.

The Government is developing a credit program in cacao which should assist producers to take advantage of higher world prices, resulting in a significant rise in the value of cacao exports. Prospects for sugar exports hinge on United States sugar import quotas. Meat exports are not expected to reach the expansion rates of previous years, owing to the U.S. voluntary meat import restraint program.

Industrial exports, still largely to the CACM, are expected to continue to grow rapidly although at slower rates than recent years.

Imports are expected to continue to rise, but at a lower rate than exports; the rate of import growth will largely be contingent on the degree of continued success of the Central Bank liquidity-reduction program and on whether or not the San Jose Protocol is approved.

Because of promising balance of trade prospects and expected increases in foreign reserves, there is a considerable body of informed opinion which believes unification of the exchange rate—at or near the current official rate—may be achieved in 1969, particularly if fiscal action is taken this year.

### One cloudy feature

The one cloudy feature of the Costa Rican economy is doubt over the fiscal situation. Government revenue and expenditure trends indicate sharp increases in budget deficits unless the San Jose Protocal and/or alternative fiscal action is taken. The Government continues to press hard for passage of the Protocol, but its immediate prospects remain uncertain, although eventual passage appears likely.

Two important committees, one named by the Legislative Assembly and one by the Ministry of Hacienda, are currently studying the government revenue needs over the next several years. However, the fact that 1969 is an election year and a new government will take office in May 1970 adds an additional note of uncertainty to fiscal prospects.

Favorable trade and investment prospects for U.S. businessmen as a result of continued Costa Rican economic expansion are discussed in detail in a recent article written by the Commercial Attache for the Mar. 24 special issue of INTERNATIONAL COMMERCE devoted to the Central American Common Market. A more recent development of considerable significance for U.S. road building and maintenance equipment manufacturers is a proposed $7 million AID loan to the Costa Rican Government for road maintenance. As the proposed loan now stands, $5.9 million will be used for purchase of road equipment from the United States.

## International business courses offered at New York colleges

New York City area residents wishing to learn more about international business operations can find appropriate courses at some 20 local colleges and universities.

Among those schools responding to a recent survey by the New York Regional Export Expansion Council was the Academy of Advanced Traffic at 50 Broadway, which has courses in such procedures as bills of lading, steamship tariffs, consular invoices, marine insurance, export financing, and 15 other topics.

The City College of New York offers courses at both the undergraduate and graduate levels, including ones on markets in Latin America, Europe, Asia, the Middle East, and Africa.

New York University's Graduate School of Business Administration offers an extensive list of courses including international corporation finance, international economics, comparative financial systems, and international marketing management. Its Center for International Studies gives the same courses plus additional ones in international transportation, international monetary theory, consular law and problems, and many others.

Other colleges and universities responding to the survey and offering courses in international business are: Bard College, Bloomfield College, Brooklyn College, Centenary College for Women, The College of Insurance, Columbia University, Drew University, Fairleigh Dickinson University, Hartwick College, Hofstra University, Hunter College, Long Island University, Manhattan College, Marist College, The Practising Law Institute, The School of World Trade, and St. John's University.

## New Orleans symposium to discuss CACM growth

Leading bankers, economists, business executives and government officials from Central America and Panama will meet with their counterparts from the United States for a seminar on the Central American Common Market April 29 through May 2 in New Orleans.

The three-day symposium is to bring together on an informal basis experts from Central America and Panama and representatives of the OAS and Common Market institutions with specialists of large corporations from various cities in the United States to discuss the present and future of international cooperation.

**Write:** International House, New Orleans, La. 70130.

# Nearly all goods financed by AID are bought in U.S.

Ninety-eight percent of all commodities financed by the Agency for International Development in fiscal year 1968 for its aid programs were purchased in the United States, AID has reported.

An all-time high, the figure is a gain of 2% over the previous year and reflects the virtual elimination of any adverse balance of payments effect of AID's commodity purchases in connection with the foreign assistance program.

A total of about $1,143 million in commodities was purchased from American suppliers in the United States, its territories and possessions. Only $18.5 million was spent on commodity procurement outside the United States, principally for emergency shipments to Vietnam.

The proportion of aid funds spent on U.S. commodities has risen steadily since 1960 when the Agency began tying AID financing tightly to purchases in the United States. As against the 98% currently reported, only 41% of the commodities were purchased in the U.S. in 1960.

Countries in the Near East and South Asia bought the largest amount of U.S. goods under AID financing ($501 million); Latin America was second with $259.8 million; Vietnam bought $195.5 million; East Asia bought $169.6 million, and Africa bought $35 million.

## Export denial extended during probe of French firm

An order temporarily denying export privileges, issued Feb. 14 against Interagra S.A. of Paris, France, and due to expire Apr. 15, has been extended an additional 30 days, the U.S. Department of Commerce has announced.

According to the Department's Bureau of International Commerce, the temporary denial order was issued against Interagra for suspected involvement in the illegal transshipment of $500,000 worth of fertilizer from France to Cuba. Commerce said it was reasonably necessary for protection of the public interest to extend the order while the investigation continues.

The present order continues previous restrictions whereby Interagra is prohibited from participating directly or indirectly in any export transaction involving U.S.-origin goods or technical data.

The order is also applicable to the firm's agents, employees and representatives, and to persons or firms with which it is related by affiliation, ownership, control or position of responsibility.

U.S. export regulations provide that without authorization from the Department of Commerce no party may participate in transactions involving U.S.-origin commodities or technical data with a party he knows has been denied U.S. export privileges.

## Two new special reports detail Kennedy Round cuts

Two more Special Reports on Kennedy Round tariff cuts have been released by the Department of Commerce. Entitled *Textile Machinery* and *Materials Handling Equipment*, the booklets detail the 50% tariff cuts made by 15 countries.

What makes the reductions of particular value to U.S. manufacturers is that Europe —the area that leads in the consumption of such equipment—is the area where most of the cuts are being made. The reductions are taking place in stages, with the full cuts to be in effect by Jan. 1, 1972.

The 15 countries are: Austria, Canada, Denmark, Finland, Japan, Norway, Sweden, Switzerland, the United Kingdom, and the Common Market countries—Belgium, France, Germany, Italy, Luxembourg, and the Netherlands.

The *Kennedy Round Special Report on Textile Machinery* and the *Kennedy Round Special Report on Materials Handling Equipment* are available at 25 cents each from Sales & Distribution Branch, U.S. Department of Commerce, Washington, D.C. 20230. Their predecessors, *Special Report on Medical and X-Ray Equipment*, *Special Report on Pumps and Compressors*, and *Special Report on Air Conditioning and Refrigeration Equipment*, are available at the same price.

## International Clothing Fair set for Belgrade this fall

The Tenth International Clothing Fair "Fashion in the World" is scheduled for Belgrade, Oct. 25-Nov. 2.

Textiles, synthetics, footwear, furs, accessories, jewelry, cosmetics, perfumes, toilet articles and leather goods will be exhibited.

For further information on the coming exhibition, **write:** Belgrade Fair, Bulevar Vojvode Misica 14, Belgrade, or any Yugoslav diplomatic or consular office.

## FIATA World Congress set for New York this fall; meet will be first outside Europe

Over 60 top executives of U.S. freight forwarding companies met in New York last week to form the coordinating committee for the 1969 Biennial World Congress of the International Federation of Forwarding Agents Associations (FIATA) which will take place at the Waldorf-Astoria Hotel, this coming Sept. 29 through Oct. 3.

FIATA is a worldwide organization including national forwarding agents associations from virtually every European country as well as North America, Asia, Australia and Africa.

The prospective Eleventh Biennial FIATA World Congress will be the first to be held outside Europe since the founding of the FIATA organization in 1926. Approximately 800 registrants are expected to attend with over 500 from abroad.

Because of the tremendous interest of forwarders on both sides of the Atlantic in the growth of containerization, the 1969 FIATA Congress will include an in-depth panel discussion on this subject and on effects of this revolution in international shipping on the forwarding industry.

The program will also include an exploration of the relationship of the forwarding industry to the rapid development and growth in air cargo as well as other transportation topics of current interest. The program will be highlighted by prominent speakers from the international trade community.

**Write:** FIATA, 111 Eighth Ave., New York, N.Y. 10011.

## Hosiery, swimwear features of Cologne Fashion Fair

The fashion and fads for spring and summer 1970 will be featured at Cologne's International Fair of Lingerie, Foundation Garments, Underwear and Swimwear, set for Sept. 18-21.

A bigger selection of swimwear will be featured, in addition to lingerie and foundation garments.

Also, hosiery is expected to be of particular interest. The demand and sale of ladies tights has increased in the last two years, causing stocking manufacturers to have a wide selection available for the coming season.

For more information, **write:** Messe- und Ausstellungs- G.m.b.H. Koln, Hauptabteilung Presse, D-5 Koln-Deutz, Cologne, Germany.

# New Zealand's import licensing schedule shows 5% increase over last year's level

The Government of New Zealand recently released its 1969-70 Import Licensing Schedule covering the entry of goods between July 1 and June 30. The new Schedule exempts about 58% of New Zealand's total imports from import licensing requirements. The estimated value of the additional goods freed from import licensing control in the next fiscal year is $11.2 million, based on past annual imports.

Although New Zealand's balance of payments position has improved the past year due to fiscal, monetary, and economic measures taken by the Government, there is still a need to maintain safeguards over the country's external reserve position, according to a government spokesman. Consequently, the new Schedule reflects no significant changes. However, for most goods remaining under control, it authorizes the issuance of basic import licenses at 105% of the 1968-69 licensing levels. The 5% increase is to cover the average annual growth rate in the nation's economy; it makes no allowance for rises in the cost of imports.

Also, the Emergency Protection Authority of New Zealand recently completed its review of a proposal exempting a wider range of goods from licensing controls. Most of the goods in this list will be exempt effective on the date that the exemption notice is published in the *New Zealand Gazette*.

The Government also intends to consider further exemptions on a continuing basis, in accordance with its declared objective of replacing the import license system with higher protective tariffs wherever appropriate.

In the 1969-70 Schedule, liberal consideration will be given to applications for new plant and equipment to enable New Zealand industry to avail itself of modern efficient methods of production. Special incentives are available to manufacturers who export, or intend to export.

Many raw materials for manufacture are now exempt from import licensing. The provision of 105% of the value of 1968-69 licenses for items still under control should permit industry to meet current levels of demand. Applications for essential raw materials above the level of basic licenses provided by the Licensing Schedule will be considered where special circumstances exist.

The Government intends to pursue a policy of meeting all reasonable requirements for spare parts so that no machine is idle for lack of replacement parts. Applications for spare parts, above the basic level of 105% of 1968-69 licenses, will be considered on evidence of need, and to insure that stocks are being maintained at a reasonable level.

To supplement the quantity of consumer goods available to the New Zealand public from domestic sources, and to provide some goods which are not manufactured there, provision has been made generally at 105% of 1968-69 licenses.

The Token License Scheme has also been continued with provision for licenses to be issued at 105% of 1968-69 level in cases where these are based on value, or at 100% where the practice has been to issue them on a volume basis.

# All Ontario ores must be processed, treated in Canada

All ores mined in Ontario must be processed and treated in Canada in the future, under a proposal that Ontario Mines Minister Allen Lawrence announced on Apr. 2, to be effective next Jan. 1.

This requirement will be embodied in an amendment to the Mining Tax Act. That Act now requires all ores or minerals removed from any lands sold by the Crown since Apr. 12, 1917, to be refined in Canada.

This has been a rather ineffective requirement because by far the largest number of Ontario's producing mines are on mining claims that were patented prior to the 1917 date. The proposed amendment will remove the 1917 date from the Act.

By requiring that all ores and minerals mined in Ontario be treated and processed in Canada, the provincial government seeks to "insure the development of our north and to guarantee that Ontario's mineral resources will mainly benefit the citizens of Canada." Exemptions will be granted only after consideration of certain refining facilities in Canada; whether the ore can be treated economically in the metal stage in Canada, and whether there is a market in Canada for the product.

The act would continue to exempt iron ore, of which 7.8 million long tons, worth $99.1 million, was shipped to the United States in 1968, according to Business and Defense Services Administration (BDSA) estimates.

Precedent for such export controls exists in long-standing Canadian provisions for the control of log and pulpwood exports so as to ensure an adequate supply for Canadian processors.

Ontario leads all other Canadian provinces in mineral production with output valued at $1.2 billion in 1968, or 28.3% of the country's total. A wide range of ores are produced in Ontario, with nickel being the dominant ore followed by copper, iron ore, zinc and silver.

Ore exports to the United States that could be affected by the proposed amendment include $30 million worth of zinc in sulfide concentrates; approximately $8 million worth of silver; $3 million worth of salt; about $450,000 worth of unrefined nickel, and $140,000 worth of talc, according to BDSA.

## Italy authorizes importation of American bottled wines

The Italian Ministry of Foreign Trade announced authorization to import 2,000 hectoliters (52,840 gallons) of American bottled wine to Italy, to be allotted semi-annually in 1,000 hectoliter quantities.

According to the announcement, wines having names the same as those originating in Italy or other wine producing countries, even though the names may be permitted in the United States, are excluded.

Wine importation under this authorization will be subject to the import licensing system of the Ministry of Foreign Trade. Applications will be considered in the same order they reach the "Direzione Generale Importazioni-Esportazione-Divisione IV", Ministero del Commercio con l'Estero, Rome.

The complete text of the Ministry's authorization containing additional details is available from the European Division of the Office of International Regional Economics, Department of Commerce.

## Farm machinery qualifies under Pakistan priority list

The Pakistan Department of Investment Promotion and Supplies recently published a list of items which qualify under the "agricultural machinery and equipment" category in the priority list of industries on the Comprehensive Industrial Investment Schedule. The priority list was announced in July 1968 (INTERNATIONAL COMMERCE, Aug. 12, 1968).

The list of farm machines is as follows: winnowers, threshers, harvesters, binding machines, feeder elevators, seed drills, hay mowers and presses, potato diggers and planters, husking machines, spraying and dusting equipment (power, hand and foot operated), fertilizer distributors, white ant exterminating machines, broadcast seeders, beet pullers, corn pickers, shellers and planters, cotton pickers and planters, stalk cutters, side-delivery rakes and dump rakes.

Also included are: trailers for agricultural purposes, manure spreaders, transplanters, rotary hoes, ditchers, border discs, ridgers, seed drills with fertilizer distributors, cane crushers, fodder cutters, (bullock and power driven), sprinkler irrigation equipment, ground-nut diggers, stalk pullers and cutters, land planes, levellers and graders, bar harrows, Persian wheel and flow pumps and their components, K. R. Karandi (crust breakers), cultivators, juice boiling pans, tubewell drilling equipment (mechanically operated), and cotton ginning and pressing machinery.

Applications for the manufacture of machines listed above may be made to the Pakistan Industrial Credit and Investment Corporation (PICIC), the Industrial Development Bank of Pakistan (IDBP), and the Department of Investment Promotion and Supplies.

## Germany announces quota for pears, beans, asparagus

Germany has announced an import quota for canned pears in containers of less than 4.5 kilograms from a large number of countries including the United States. Applications for import licenses will be accepted from now until the unspecified value limit is reached but not later than September 25.

The import licenses issued will be valid until September 30. This quota was announced in the *Bundesanzeiger* No. 46 of Mar. 7.

In addition, a quota for canned cut wax beans from the United States and other countries has been opened. Applications for import licenses will be accepted until the value limit is reached but not later than September 26.

The import licenses issued will be valid until September 30 according to the *Bundesanzeiger* No. 45 of Mar. 6.

Moreover, the quota for canned cut asparagus (German term: 'Brechspargel') from the United States and other countries has been extended according to the *Bundesanziger* No. 43 of Mar. 4. Applications for import licenses will be accepted until the value limit is reached, but not later than September 26. The quota covers only mixtures of stems and tips (importation of tips alone is not permitted). Import licenses issued will be valid until September 30.

The first day of customs clearance for all of the above items was Apr. 1. (For previous announcements see INTERNATIONAL COMMERCE of July 1, 1968, p. 23.)

## Lesotho encourages foreign investment with pioneer bill

Lesotho has enacted a new bill designed to encourage foreign investment in this southern Africa country. "The Pioneer Industries Encouragement Bill 1969" is retroactive to August 1. This legislation sets the provisions for granting income tax incentives to approved manufacturers, and establishes a Pioneer Industries Board to review applications for approval.

The liberal provisions of this bill will allow an approved manufacturer to choose either exemption from imposition of company income tax on income earned in its first six years of operation, or deduction of specified allowances from its income for the purpose of calculating its company income tax.

These provisions will allow a manufacturer to deduct from his taxable income 145% of the cost of machinery and equipment brought into use, and an immediate deduction of 75% of new building costs with an additional 50% during the next 20 years of operation. Other deductions pertain to the cost of new dwellings for employees; electric power, water, sewerage services and transportation, wages paid to Lesotho citizens, and educational expenses.

Holiday Inns will be the first U.S. company to take advantage of this new legislation. Their planned new hotel/casino in Maseru has already been given "approved manufacturer" status by Lesotho.

A five-day loan copy of this new legislation is available from the Africa Division, OIRE, Department of Commerce, Washington, D.C. 20230.

## IFC invests $3 million in Argentine steel producer

The International Finance Corporation (IFC), a World Bank affiliate, is committing $3 million in the form of a standby loan, with a stock option feature, to help Argentina's largest private steel producer increase its ingot production and raise new working capital.

The standby loan commitment will help Dalmine Siderca S.A., whose annual sales total approximately $45 million equivalent, raise $6 million new capital. The IFC commitment will also contribute to the development of the capital market in Argentina by supporting an effort to bring about the first sizable underwriting of an industrial security in that country in over two decades.

Five North American and European financial institutions are participating in the IFC commitment to the Dalmine Siderca project, taking more than half of the IFC investment. They are Philadelphia International Investment Corp., an affiliate of Philadelphia National Bank; an affiliate of Banque Francaise et Italienne pour l'Amerique du Sud, Paris; Handelsfinanz A.G. of the Banca Commerciale Italiana Group, Milan; The Royal Bank of Canada, Montreal; and Banca Nazionale del Lavoro, Rome.

Part of the funds raised will be used for the addition of a 50-ton electric arc furnace which will increase steel production capacity to 300,000 metric tons a year. The balance of the funds will be used for working capital.

## Turkish Airlines buys U.S. jets with Eximbank loan

The Export-Import Bank of the United States has authorized a $7.8 million loan to Turkish Airlines, Inc., to finance the purchase of two DC-9-32 jet aircraft and related equipment from the McDonnell Douglas Corp. Total cost of the transaction is $9.75 million.

The borrower will make a cash payment of $1.95 million, and McDonnell Douglas will participate in Eximbank's loan to the extent of $1.56 million.

In January 1967, Eximbank authorized a loan of $8.3 million to finance Turkish Airlines' first purchase of jet aircraft, also two DC-9s.

The current $7.8 million loan is repayable in 14 semiannual installments beginning in March 1970 with interest on outstanding balances at the annual rate of 6%. The loan is to be guaranteed by the Republic of Turkey, the airline's major owner.

# U.S. licensees sought by five foreign manufacturers for varied products

**Foreign producers want production, distribution of their items which include axial flow fans, farm tractor, and gold dental alloys**

Manufacturers in Switzerland, West Germany, Malta and Italy are seeking U.S. licensees to produce and distribute their products for the U.S. market.

The range of products offered includes a new shunt-wound D.C. motor, valves for radiators and washing machines, axial flow fans, farm tractor, and gold dental alloys.

For additional information concerning these products and the names and addresses of the manufacturers, **write** Office of International Investment, Code 874, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230. Reference should be made to the appropriate file number assigned each opportunity described below.

• A Swiss manufacturer of electric motors and related equipment is seeking a U.S. licensee to produce its new shunt-wound D.C. motors developed especially for operation with electronic controlling devices.

The armature of this motor is slotted and laminated to provide maximum freedom from jerkiness and sparking, and the laminar assemblies have been structured to insure smooth running even at very low speeds. There is also a special dimensioning of the magnetic paths so that the motor displays no tendency to vibrate at any speed even with semiconductor controls. The motors can be supplied for a field voltage of 110v to 330v.

The motor is manufactured under license in Great Britain, W. Germany, and Denmark. **File 1745.**

• A West German firm is seeking a U.S. licensee to produce its valves for radiators and washing machines.

The radiator valves designed for automatic adjustment and accuracy permit independent, individual temperature settings and control in each room.

The servo controlled membrane valves offered by this firm are especially designed for laundry and dishwashing machines. **File 1746.**

• A German manufacturer of electronic motors for household appliances is seeking an American licensee for axial flow fans.

These fans, ranging in sizes from 10 inches to 40 inches, are designed for many purposes including tunnel, roof, home, or factory ventilation. **File 1747.**

• An inventor in Malta is offering for production a special farm-type tractor covered by patents in the U.S. and seven other countries.

This tractor is steered by a variation of engine speed through a steering wheel throttle equalizing device. The engine and drive units are adjustable on the tubular chassis members of the tractor to give the vehicle variable tracks. The vehicle is designed for perfect balance in rough terrain and in climbing steep hills. **File 1748.**

• An Italian firm seeks a U.S. licensee to manufacture its gold dental alloys which are patented in the U.S.

The company claims its alloys contain impressive mechanical characteristics of Brinell hardness, tensile strength and percentage of elongation and are manufactured according to "American Dental Association" standards. The firm also states that the workability and fluidity of the golds provides outstanding castings deprived from the smallest porosity. According to the Italian manufacturer, both its hard and soft golds have been subjected to stringent chemical analysis and proved 100% stainless and non-corrodible to any acid and alkaline solution. In addition, the golds have never produced the slightest electrolytical reaction in the mouth.

The firm has also created two additional alloys in order to meet other dental requirements. One type made of precious metals has a bright white color, is unoxidizable and does not burnish under flame. The alloy has properties identical to those of irridated platinum, but costs approximately 50% less. This alloy is suitable for the manufacture of pins and pivots. The other alloy, a stainless white metal has a low content of precious metals and is made mainly of silver and some palladium. It is quite inexpensive and according to the Italian company requires no special equipment. **File 1452-R.**

# Communications firm seeks line expansion through U.S. ties

A leading German manufacturer of communication equipment and related apparatus seeks to expand its product line through licensing agreements with U.S. producers of products for application in the wire communication field.

The German firm, interested in the production of fittings and parts made of polyester materials; tools for assembling cables and fittings; electronic instruments and equipment for use in the maintenance of communication lines; and newly developed types of electronic instruments especially manufactured for the communication field, employs approximately 500, utilizes modern production machinery and has nine established agencies in large German cities. Although the firm exports to EEC and EFTA countries, its main customer is the German Federal Postal Authority.

**Write:** Wilhelm Quante, Spezialfabrik fuer Apparate der Fernmeldetechnik, 353 Uellendahler Str., 56 Wuppertal 1, Germany. WTD. **P-69552.**

# UNIDO helps Tunisia promote investments

The United Nations Industrial Development Organization (UNIDO), in an effort to assist Tunisia in attracting foreign capital and know-how, is sponsoring an Investment Promotion Conference in Tunis May 28-30. Textile, food, chemical and building materials industries will be among the principal industries discussed at the Conference which is part of an Investment Promotion Week in Tunisia.

U.S. firms wishing to take advantage of this opportunity to meet with Tunisian businessmen, financiers and government officials and to investigate potential investment opportunities may **write:** Mr. C. Akhras, chief, Industrial Policies and Industrial Financing Section, UNIDO, Felderhaus, Rathausplatz 2, A-1010 Vienna, Austria.

# French firms seek licensing privileges

Licensing is being sought by three French firms for the purposes of manufacturing materials handling conveyor systems and 250 kg to 20 ton capacity hoists, aircraft and aerospace equipment and instruments, and a continuous press for stratified panels.

- The first French firm manufacturing hoists, overhead traveling cranes and monorail systems, seeks licenses to produce materials handling conveyor systems and 250 kg to 20 ton capacity hoists which would complement the firm's current line. The French concern operates a modern plant and its sales territory covers much of Europe, Africa and the Middle East.

**Write:** Tourtellier, S. A., 14 Avenue de Lutterbach, 68 Mulhouse, France. WTD. **P-69551.**

- Licenses to manufacture aircraft and aerospace equipment and instruments are sought by the second French firm. The company now produces aircraft instruments such as anemometers, altimeters, and variometers; valves, air and other filters; precision instruments for measuring pressure; and switches and manometric modules. The French concern operates three plants and employs approximately 200.

**Write:** Badin S.A., 16 rue Nansouty, Paris 14, France. WTD. **P-69553.**

- The last French company manufactures iron and steel products and is seeking licensing rights to manufacture a continuous press for stratified panels.

**Write:** Compagnie des Ateliers et Forges de la Loire, 12 rue de la Rochefoucauld, Paris 9, attention Mr. J. R. d'Argence, manager. WTD. **P-69559.**

## Freeze dry coffee license desired by Jamaican firm

A Jamaican firm with government authority seeks U.S. license to manufacture freeze dry coffee. The firm now serves the local and Carifta markets. The domestic instant coffee market in Jamaica has been roughly estimated at $650,000, the ground coffee market at $430,000 and the Carifta export market at as much as $450,000.

**Write:** Mr. J. O. Minott, Jamaica Standard Products Co. Ltd., Williamsfield P.O. Jamaica. WTD. **P-69561.**

## Australian company wants to broaden product line through U.S. contact

Licenses for the manufacture of specialized industrial metal coatings, protective and maintenance coating, and industrial painting and coating processes are sought by well-established Australian firm. In addition, the company is interested in producing coating pretreatment systems, spray systems (conventional and electrostatic), heating and drying technology, materials handling systems, and in any new coating techniques for metal surface work.

The Australian firm, a leader in the application of protective and maintenance coatings, intends to expand its existing applicator business. The director of the company, Mr. K. H. Brooks plans to visit the United States June 25-July 5 to discuss his firm's interests with U.S. companies.

**Write:** Mr. K. H. Brooks, dir., R. G. Brooks and Sons Pty., Ltd., G.P.O. Box 4574, Sydney, N.S.W. 2001 Australia. WTD. **P-69556.**

### Investment Assistance

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. "P" numbers should be used when writing about specific proposals.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington D.C. 20230 or the nearest Department of Commerce Field Office.

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations administered by the Office of Foreign Direct Investments, U.S. Department of Commerce, Washington, D.C. 20230.

# Private Austrian bank seeking U.S. partner

A small private Austrian bank, reportedly licensed to conduct all banking activities other than the issuance of mortgage bonds and cash certificates and the acceptance of savings deposits, is now seeking a U.S. partner. The bank, founded in 1913, was taken from its owners by the Germans in 1938; it remained inactive until 1968.

**Write:** Dr. Erich Kadlec, managing partner, Bankgeschaeft Eduard Bellak & Cie., Hoher Markt 8, A-1010 Vienna, Austria. WTD. **P-69560.**

## License sought by Dutch structural metal fabricator

A Dutch manufacturer of fabricated structural metal products, such as pressure vessels, storage tanks, parts for bridges, locks, etc., is seeking licenses for the manufacture of similar products. Spherical and cylindrical tanks and vessels for the storage of gases and liquids, distilling towers and other process equipment, bulk conveying equipment and steel structures in general are of particular interest.

**Write:** Constructiewerkplaatsen den Maschinefabriek BRAAT N.V., 22 Doklaan, Rotterdam-20, The Netherlands. WTD. **P-69558.**

# Irish offer incentives for fishing industry

The Irish Sea Fisheries Board (An Bord Iascaigh Mhara) has launched a drive under State sponsorship to attract foreign investment in the fishing industry of Ireland.

An Bord Isacaigh Mhara (BIM) was founded approximately 17 years ago to improve and develop the sea fishing industry. Although progress has been made, fishing has generally been confined to home waters. It is estimated that less than 10% of all seafish taken in Irish coastal waters was landed by Irish vessels.

Kits outlining details of incentives are available to interested companies. **Write:** An Bord Isacaigh Mhara, 67 Lower Mount St., Dublin 2, Ireland. **P-69554.**

# World Trade Opportunities

## Indonesian Ministry will pick fertilizer suppliers

### Decree calls for interested firms to register for imports

The Indonesian Minister of State for Economy, Finance, and Industry has issued decree No. KEP/60/MEAuin/12/1968, dated Dec. 11. It provides that the Minister of Trade will determine the sources from which fertilizer may be imported.

According to this decree those who are interested in supplying fertilizers for import into Indonesia must register with the Indonesian Department of Trade/Import Directorate. Registrations must be accompanied by an attachment which will contain: a) statement concerning bonafides issued by the Indonesian Embassy in the country of the supplier concerned; b) a bank reference issued by a bank abroad; c) information as to whether the supplier is: an established supplier (by Indonesian Embassy); a factory; a member of a sales organization, or an exporter; d) whether it is recognized/sponsored by the supplier's government; e) information as to whether the supplier is an individual supplier or affiliated with an organization (sales or producing), the name of such organization and the name of its representative in Indonesia; f) whether the representative in Indonesia is an agency, a correspondent, or a representative.

Pending the tender to be conducted by the Trade Department periodically, registrants designated by the Minister of Trade will receive invitations to tender.

Potential suppliers of fertilizer are directed not to seek direct contact with the Minister of Trade or the Secretary General of the Department of Trade. Instead, contact should be made with the Import Directorate and the Chief of the Bureau for Foreign Trade Relations.

**Write:** The Department of Trade, Djalan Abdul Muis No. 87, Djakarta, Indonesia.

## Prequalifications wanted by Yugoslavia on bids for railway project

The Railway Transport Enterprise, Titograd, has asked that prospective bidders submit their qualifications to undertake construction work on the "Bijelo Polje" section of the Belgrade-Bar Railway line. Construction is to begin no later than Sept. 1, and is to be completed by Dec. 31, 1971.

American firms wishing to qualify for international bidding should submit their applications for consideration to the Yugoslavia Railway Transport Enterprise, Cemovsko Polje, Titograd, by May 30.

Copies of instructions for prequalification are available from the Construction and Building Materials Division, BDSA-645, Room 4813, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-3602). A book providing detailed information on the layout of the railway line, the geological characteristics of the terrain, and other general technical data may also be viewed in this office.

## Ceylon calls for variety of electrical supplies

The Government of Ceylon has issued Tender No. CO/C&S/T/2/69 for the electrification of tea estates.

Bids should offer quotations on supply materials such as conductors and accessories, earth pipes, channel iron; copper conductors, binding wire and busbars, D.D.L.O. fuses, surge divertors; underground cables, PVC insulated cables, low voltage metering equipment and transformers. Bid deadline is set for July 1.

Interested firms should contact: Department of Government, Electrical Undertakings, P.O. Box 540, Colombo, Ceylon.

One copy of specifications available for review only, not for loan, from Power & Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230.★ (Telephone 202-967-4241).

## Ecuador invites bids to equip 28 schools

American firms interested in offering school supplies, equipment and educational materials in connection with the construction of 28 Ecuadoran public schools should submit catalogs together with price lists to Ing. Jose Calero Viteri, Director de la Unidad, Oficina de la Unidad del Proyecto, Calle Veintimilla 250, Quito, Ecuador.

A listing of the branches of study contemplated for the schools is available from Trade Opportunities Staff, BDSA-541, Rm. 4053, U.S. Depart. of Commerce, Wash., D.C. 20230.

## Bidding regulations amended by Government of Korea

The Office of Supply, Government of the Republic of Korea (OSROK), has amended the following regulations: (a) general provisions for bidding and contract; (b) proprietary procurement form under Korea foreign exchange (KFX); (c) OSROK bid Form I (KFX general cargoes), formerly OSROK-Standard Form V, and (d) instructions to bidders and general provisions for bidding under Agency for International Development (AID) loan fund.

These changes were effective Apr. 1, and apply to bids from foreign sources such as the U.S. Further information may be obtained from the Office of Supply, Government of the Republic of Korea, Seoul.

## July deadline set for Vienna subway section

The City of Vienna has issued an invitation for bids on the construction of the first segment of the basic network of Vienna's subway system. The bid deadline is July 3, with the public opening of bids scheduled to take place at 10 a.m. at the Magistratsabteilung 29 (MA-29), Niederhofstrasse 23, A-1121 Wien, Austria.

The invitation for bids (parts II/1 through II/5) is available at the Magistratsabteilung MA-6 (Stadthauptkasse, Drucksortenverlag, Rathaus, Vienna I) for 1500 schillings (about $58). Supplemental plans, drawings and specifications (parts II/6 to II/16) are available for inspection at MA-29 between 8 a.m. to 12 noon, Mondays through Fridays. Copies may be obtained from MA-6 against reimbursement of reproduction costs, requests to be submitted to MA-29.

The bids on the first construction segment of the subway at Karlsplatz must be submitted in sealed envelopes bearing the inscription "Anbot ueber U-Bahn, 1. Bauabschnitt, Karlsplatz." Late bids or bids not conforming to Austrian standard "Oenorm B-2061" will not be considered. Copies of "Oenorm B-2061—Bauwesen, Verfahrensnormen, Ermittlung von Baupreisen" (Construction, Procedural Standards, Determination of Construction Prices), may be obtained through the U.S. Standards Institute, 10 E. 40th Street, New York, N.Y. 10016. The City of Vienna reserves the right to reject all bids. Further information may be obtained from MA-29.

The project involves all construction work, earthmoving and tunnelling; it does not include interior architectural design. About 250,000 cubic meters of earth will be excavated, including about 100,000 cubic meters with use of shields.

The first construction phase comprises the following sections of the basic subway network: (a) pedestrian passage "Karlsplatz" with the stations of Line U-1 (sub-surface), U-2 (cut-and-cover method), and of Line U-4 (rebuilt Stadtbahn station); and (b) work on a section of Line U-1 extending from Paulanergasse to Stephansplatz (2,500 meter running tunnel with use of shields) and a section of Line U-2 extending from Secession to Dumbastrasse.

Contracts will be awarded in the fall so that work can start this year. The 1969 budget for Vienna provides 271.8 million schillings (about $10.5 million) for the subway project. The city will raise the amount through a 50 million DM (about $12.47 million) loan extended by the Hessische Landesbank. Repayment will be made in four equal annual installments; the first installment will be payable after eight years. Payment of the Austrian Federal Government's contributions to the Vienna subway project will commence in 1970.

## Greek bid deadline extended

The Greek Ministry of Commerce, State Purchases Directorate D, 50 Socratous St., Athens, has extended the bid deadline on Tender No. 4/20/69 from Apr. 9, to May 12 (see INTERNATIONAL COMMERCE, Mar. 24, p. 49).

# World Trade Opportunities Continued through page 39

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $4.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

*Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.*

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the International Liaison and Trade Opportunities Staff, BDSA-541, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

**WTD** indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

## Sales Leads for Exporters

*Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.*

### 011 Field crop farms

**SURINAM**—Seeks annual contract for supply of six tons per month of shredded peanuts (groundnuts) for manufacture of peanut butter. Woei A Sjoe N.V. (manufacturer), P.O. Box 946, Paramaribo. WTD in preparation.

### 201 Meat products

**SPAIN**—Calf skins weighing 4/5 lbs., 5/7 lbs., and 7/9 lbs. Fernando Montes & Cia., S.L. (importer, processor), Hernani, Guipuzcoa. WTD 3/69.

### 203 Canning, preserving foods

**JAMAICA**—Iced fresh or frozen snappers or similar fish for frying purposes, 6" to 8" long; initial order 20,000 lbs. Jamaica Frozen Foods Ltd. (food processor), 4 Fourth Ave., Kingston 13. Attn: Mr. Sam A. Sunde. WTD 1/68.

**TAIWAN**—Canned cream style corn. Requests samples, C&F price. Yuda Enterprises Co., Ltd. (importer, exporter), 1484 Chungcheng Rd., Taipei. WTD in preparation.

### 204 Grain mill products

**NETHERLANDS**—Feed raw materials, supplements. Representation and/or direct purchase. Sales territory. Common Market. Pell Nederland N.V. (importer, distributor, exporter, agent), 60 Westewagenstraat, Rotterdam-1. Attn: Mr. A. C. Braakenburg, gen. mgr. WTD 3/69.

### 220 Textile mill products

**AUSTRIA**—Curtain material, fabrics for interior decoration. Requests replies in German. OMNIPEX Warenhandelsges.m.b.H. (importer, wholesaler), Schluesselgasse 9, A-1040 Vienna. WTD 3/69.

### 221 Broad woven fabric mills, cotton

**SWEDEN**—Cotton fabrics for bed quilts. Paradis Sangar & Sangklader, AB (manufacturer), Gamla Tuvevagen, S-417 05 Goteborg. WTD 4/69.

### 222 Broad woven fabric mills, manmade fiber, silk

**SWEDEN**—Manmade fiber bed quilt fabrics. Paradis Sangar & Sangklader, AB (manufacturer), Gamla Tuvevagen, S-417 05 Goteborg. WTD 4/69.

### 227 Floor covering mills, products

**AUSTRIA**—Woven, tufted carpets, rugs. Requests replies in German. OMNIPEX Warenhandelsges.m.b.H. (importer, wholesaler), Schluesselgasse 9, A-1040 Vienna. WTD 3/69.

### 232 Men's, youths', boys' furnishings, work clothing

**IRELAND**—Men's, youths', boys' jeans. O'Connors (manufacturer), 21-24 Upper Abbey St., Dublin 1. WTD 2/69.

### 233 Women's, misses', juniors' outerwear

**IRELAND**—Women's overalls. O'Connors (manufacturer), 21-24 Upper Abbey St., Dublin 1. WTD 2/69.

### 239 Fabricated textile products

**SWEDEN**—Bedspreads; cotton, wool, manmade fiber. Paradis Sangar & Sangklader, AB (manufacturer), Gamla Tuvevagen, S-417 05 Goteborg. WTD 4/69.

### 242 Sawmills, planing mills

**GERMANY**—Cut lumber: rough pitch-pine; rough yellow-pine sawn flitches, rough Carolina-pine sawn flitches in commercial grades of 7/4"; 2"; 2½" and 3". Requests price quotations c.i.f. Rotterdam. Peter Kuepper GmbH. (importer, retailer, wholesaler), 433 Muelheim/Ruhr, Obere Saarlandstrasse 3. WTD 3/69.

### 264 Converted paper, paperboard products

**AUSTRIA**—Strip shield masking paper and adhesive tape combined (heat-resisting and ordinary) to protect certain automotive car body parts during varnishing process. Direct purchase or agency. Wilfried Stanka, Importhandel (manufacturers' agent, distributor, importer), Gonzagagasse 17, P.O. Box 53, A-1013 Vienna. WTD 1/69.

### 265 Paperboard containers, boxes

**NETHERLANDS**—Disposable reinforced multiwall paper containers. Strength must be at least one ton. Direct purchase and exclusive representation for Benelux countries. Van Esso's Zakkenhandel N.V. (manufacturer, im-

porter, exporter), 4 Eendrachtstraat (P.O. Box 42), Meppel. Attn: Mr. E. J. van Esso. WTD 8/68.

### 281 Industrial chemicals

**AUSTRIA**—Materials for plastic, rubber, paint and adhesives industries; chemicals, intermediates, pigments, dyestuffs for food, cosmetics industry; solvents; chemicals, materials, equipment for purification and filtration of water and gases. Direct purchase and agency. Redium GmbH (selling agent, exporter), Jasomirgottstrasse 3, A-1010 Vienna. WTD 2/69.

**GERMANY**—Chemical additives for beverage industry. Direct purchase and agency. PESKA Union GmbH (wholesaler, importer, exporter), 6550 Bad Kreuznach, Postfach 765. WTD 4/69.

**NETHERLANDS**—Chemicals for printing industry, especially for photoengraving, manufacture of offset plates. Direct purchase and exclusive representation for Benelux countries. P. van Dijk N.V. (manufacturer, importer, exporter), 73 Hogeweyselaan, Weesp. Attn: Mr. P. M. Draeck. WTD 6/68.

Industrial chemicals especially for air, water pollution treatment, for agricultural use such as cleaners, urea, similar products. Direct purchase and agency for Common Market. Pell Nederland N.V. (importer, distributor, exporter, agent), 60 Westewagenstraat, Rotterdam-1. Attn: Mr. A. C. Braakenburg, gen. mgr. WTD 3/69.

### 285 Paints, varnishes, lacquers, enamels

**AUSTRIA**—Automotive car body varnishing supplies such as putty and fillers (polyester, epoxy, other related items) including spray fillers; all kinds of automobile lacquers (nitrous, acrylic, other artificial resin base lacquers), lacquer additives. Direct purchase or agency. Wilfried Stanka, Importhandel (manufacturers' agent, distributor, importer), Gonzagagasse 17, P.O. Box 53, A-1013 Vienna. WTD 1/69.

### 289 Chemical products

**AUSTRIA**—Adhesives, glues for do-it-yourself purposes; corrosion preventive lubricants, rust resisting compounds, anti-drumming agents (sound-absorbing compounds) for automotive maintenance. Direct purchase or agency. Wilfried Stanka, Importhandel (manufacturers' agent, distributor, importer), Gonzagagasse 17, P.O. Box 53, A-1013 Vienna. WTD 1/69.

### 307 Plastic products

**NETHERLANDS**—Disposable heavy-duty containers made of nylon fibers. Direct purchase and exclusive representation for Benelux countries. Van Esso's Zakkenhandel N.V. (manufacturer, importer, exporter), 4 Eendrachtstraat (P.O. Box 42), Meppel. Attn: Mr. E. J. van Esso. WTD 8/68.

### 323 Glass products

**SWEDEN**—Automobile mirrors. Direct purchase and agency. Carl Larsson & Soner AB (retailer, agent, wholesaler), Odinsgatan 19, S-411 03 Goteborg. WTD 3/69.

### 326 Pottery, related products

**NETHERLANDS**—Table, kitchen articles for use in hotels, restaurants, other commercial institutions for preparing, serving, or storing food or drink. Direct purchase and exclusive representation. Brochures, price lists requested. H. J. A. Geubels N.V. (importer, sales agent), 20 Guldenstraat (or: P.O. Box 107), Groningen. Attn: Mr. K. Steringa. WTD 6-68.

### 329 Abrasive, asbestos, nonmetallic mineral products

**AUSTRIA**—Genuine corundum abrasive paper in rolls, sheets; water-resisting silicon carbide abrasive paper; fiber-corundum abrasive disks. Direct purchase or agency. Wilfried Stanka, Importhandel (manufacturers' agent, distributor, importer), Gonzagagasse 17, P.O. Box 53, A-1013 Vienna. WTD 1/69.

**SWEDEN**—Combustion engine gaskets, seals. Direct purchase and agency. Carl Larsson & Soner AB (retailer, agent, wholesaler), Odinsgatan 19, S-411 03 Goteborg. WTD 3/69.

### 331 Steel mill products

● **BURMA**—Channels, 12 tons; angles, 53 tons; sections, 10 tons; cold finished steel rods, 9 tons; sheets, 340 each; plates, 45 each, all in various sizes; steel link chain, 500 ft. Tender No. 4/T/CONST-ESB(EHR)/68-69; bid deadline May 15. Government of the Union of Burma, Electricity Supply Board, Central Stores Dept., Rose Bank Rd., Ahlone. Copies of tender notice available from Iron & Steel Division, BDSA-669, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2364).

● **PAKISTAN**—Steel plates, 1,370 long tons, according to PRS M-5-55 and M-30-49 or corresponding ASTM, in four sizes; steel channels, 373 long tons, 10″ by 3½″ by 24.46 lbs. in 42 ft. and 20 ft. lengths. Tender No. PR-I/69/Wag./2; bid deadline May 17. Secretary, Railway Board, Government of West Pakistan, PWR Headquarters Office, Empress Rd., Lahore.

### 333 Primary smelting, refining of nonferrous metals

**GERMANY**—Metallic lead in ingots. Direct purchase and agency. Dr. Franz Grossman KG (importer, exporter), 28 Bremen, Fedelhoeren 42. WTD 4/69.

### 335 Rolling, drawing, extruding of nonferrous metals

● **IRAN**—Supply of various 45,000 meters Protodure underground telephone cables. Bid deadline extended to June 8. Contact Iranian Economic Mission, 2233 Wis. Ave., NW., Washington, D.C. 20007.

● **KOREA**—Supply of 500 to 700 miles telephone field wire, single hair, twisted, similar to following military nomenclature: Cable, telephone WD/I/TT, Part No. MIL-C13294. FSN 6145-226-8807. Suppliers should send quotation and delivery time to YU TEA SONG, Chief Communications Division, Korean National Police, Minister of Home Affairs, Seoul.

### 342 Cutlery, hand tools, general hardware

**BRAZIL**—Marine hardware. Juscelino Barbosa & Cia. (importer, distributor, retailer), Rua 1° de Marco, 121/3, Rio de Janeiro ZC-00 GB. WTD 2/69.

**GERMANY**—Water balances, other special tools for brick, tile layers. Direct purchase and agency. Carl Wolf & Co. (importer, sales agent), 16 Gilbertstrasse, 2 Hamburg 50. WTD 4/69.

### 344 Fabricated structural metal products

**IRELAND**—Structural buildings, particularly in rust resistant steel. Smith & Pearson Ltd. (manufacturer), Newcomen Works, Ossory Rd., Dublin 3. WTD 3/69.

### 345 Screw machine products

**GUATEMALA**—Screws, rivets, nuts, bolts, washers. ACEROS Arquitectonicos—Rivera E. Compania Ltda. (manufacturer), Carretera Roosevelt 34-08, Zona 7, Guatemala City. WTD 3/69.

### 349 Fabricated metal products

**KOREA**—Valves, pipe fittings for industrial plants. Direct purchase and agency. Gold Star Trading Co. (commission agent), C.P.O. Box 101, Seoul. WTD in preparation.

### 351 Engines, turbines

**IVORY COAST**—Diesel engine injection systems for heavy trucks, materials handling equipment, construction equipment. Distribution, technical, commercial, after-sales service available. Requests replies in French. M. P. Weydert, Directeur, Weydert & Cie (importer, distributor), B.P. 1535, Abidjan. WTD in preparation.

● **MALAYSIA**—Supply experimental variable compression engine; steam boilers; instructional steam turbine plant with condenser; combustion demonstration unit and thermoelectric heat pump. Tenders No. T.C. 251/5/SJX/(1), bid deadline June 13. The Principal, Technical College, Gurney Road, Kuala Lumpur, Malaysia. Specifications available from the Power and Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-4241).

### 353 Construction, mining, materials handling machinery equipment

● **CEYLON**—One motor scraper, diesel engine 135 minimum hp., 1500 lbs. rim pull in first speed, not less than 7 cu. yd. capacity; one motor grader, diesel engine, 115 min. hp., tandem drive, min. weight 24,000 lbs.; one roller, three wheeled, 8-10 ton, diesel engine 40 min. b.hp. Bid deadline June 8. Bids to be made on tender forms supplied by the Chairman. Chairman, Tender Board, Ministry of Land, Irrigation and Power, P.O. Box 500, Colombo.★ (Telephone: 202-967-5566).

**KOREA**—All types of construction machinery, equipment; materials handling equipment, allied products. Direct purchase and agency. Samsung Moolsan Co., Ltd. (importer, distributor, commission agent), I.P.O. Box 1144, Seoul. WTD 6/68.

**NETHERLANDS**—Hydraulic excavators, backhoes and wire-operated draglines. Direct purchase and agency for Netherlands, Belgium. Mr. C. A. van Beurden, Eerste Utrechtse Handelsonderneming N.V. (importing distributor), P.O. Box 6, 224 Utrechtsestraat, Rhenen. WTD 4/69.

## 354 Metalworking machinery

**AUSTRIA**—Machine tools (cutting and forming types), measuring devices, metal surface treatment equipment. Direct purchase and agency. Redium GmbH (selling agent, exporter), Jasomirgottstrasse 3, A-1010 Vienna. WTD 2/69.

**GUATEMALA**—Metalworking machinery, equipment: saws, welding and cutting apparatus, hammers, drills. ACEROS Arquitectonicos-Rivera E. Compania Ltda (manufacturer), Carretera Roosevelt 34-08, Zona 7, Guatemala City. WTD 3/69.

## 355 Special industry machinery

**AUSTRIA**—Chemical machinery, equipment; electroplating machinery, equipment, foundry machinery, equipment; pharmaceutical machinery, plastics working machinery. Direct purchase and agency. Redium GmbH (selling agent, exporter), Jasomirgottstrasse 3, A-1010 Vienna. WTD 2/69.

● **CEYLON**—Four tractor mounted sawmills for tropical hardwoods to take a saw up to 60" in diameter and logs up to 20' in length. Tender No. COM/TEN/69/15, bid deadline July 4. Chairman, Tender Board, Forest Dept., P.O. Box 509, Colombo.★ (Telephone: 202-967-5585).

**GERMANY**—Beverage bottling, filling, capping and labeling machines; bottle cleaning machines. Direct purchase and agency. PESKA Union GmbH (wholesaler, importer, exporter), 6550 Bad Kreuznach, Postfach 765. WTD 4/69.

**GUYANA**—Printing machinery for two-color printing of matchbox labels on reels of 52 mm width cardboard carton, with spacing between each label to the 116.1 mm, printing to edges of reel. Machinery to be equipped with heating elements for drying of inks after printing on coated carton; double unrolling device for the take up of a second reel while machine is running to make for quick change-over from one reel to another; speed of cardboard about 200 m/min. Approximately 100,000 outerbox labels per hr. or less if not available. Guyana Match Co. Ltd. (manufacturer, exporter), 5 Robb St., Georgetown. WTD 3/69.

**ISRAEL**—Machinery, equipment for stainless steel cutlery plant with capacity of four million units per yr., in three grades of cutlery. Catalogs, price lists, requested soonest. AMICO Amalgamated Marine Industries Consultants (construction, industrial engineering consulting services), 44 Hameginim Rd., P.O. Box 242, Haifa. WTD in preparation.

**NETHERLANDS**—Box making machinery for cardboard and paper boxes; bookbinders' machines, such as gold stamping, gluing, edging, sanding, cutting, perforating, corner cutting, back forming, headbanding, lining-up, paper ruling and sewing machinery; printing machinery, such as photoengraving machines, offset printing machinery and equipment, offset plates. Small auxiliary equipment for paper printing and bookbinding industries, especially latest developments. Company wishes to complete its present line of printing-trade machinery. Direct purchase and exclusive representation for Benelux countries. P. van Dijk N.V. (mfgr., importer, exporter), 73 Hogeweyselaan, Weesp. Attn: P. M. Draeck. WTD 6/68.

## 356 General industrial machinery

**AUSTRIA**—Paint sprayers, pumps for fluid power systems, air purification and dust collection equipment, industrial process furnaces, ovens, blast cleaning equipment, compactors, industrial filters, packaging machines, related general industry machinery. Direct purchase and agency. Redium GmbH (selling agent, exporter), Jasomirgottstrasse 3, A-1010 Vienna. WTD 2/69.

Spraying guns, accessories for use in automobile varnishing. Direct purchase or agency. Wilfried Stanka, Importhandel (manufacturers' agent, distributor, importer), Gonzagagasse 17, P.O. Box 53, A-1013 Vienna. WTD 1/69.

**ISRAEL**—Complete plant (machinery, equipment) for manufacture of general electronic products; metal finishing machinery, related equipment for establishing fire fighting equipment plant. Catalogs, quotations requested soonest. AMICO, Amalgamated Marine Industrial Consultants (construction, industrial engineering consulting services), 44 Hameginim Rd., P.O. Box 242, Haifa. WTD in preparation.

**KOREA**—Portable air compressors for general industrial use; ½ hp-5 hp. Direct purchase and agency. Ansri, Ltd. (commission agent), C.P.O. Box 348, Seoul. WTD in preparation.

Compressors, air, ¼ hp-5 hp for general industrial use. Direct purchase and agency. Gold Star Trading Co. (commission agent), C.P.O. Box 101, Seoul. WTD in preparation.

● **MALAYSIA**—Valves, hydrants, spun iron and cast iron pipes, ferrules and "waste-not" taps. Bid deadline May 12. The Director of Public Works, States of Malaya, P.W.D. Hqs.,

# U.S. DEPARTMENT OF COMMERCE—FIELD OFFICES

**Information and advice is available from these offices on: foreign markets for U.S. products and services, economic facts on foreign countries, firms with marketing facilites in foreign countries, trade and investment opportunities abroad, Government financing aid to exporters, foreign exchange regulations and procedures, export and import statistics.**

**ALBUQUERQUE., N. MEX.**, 87101, U.S. Courthouse. Area Code 505 Tel. 843-2386.

**ANCHORAGE, ALASKA**, 99501, 306 Loussac-Sogn Bldg. Area Code 907 Tel. 272-6531.

**ATLANTA, GA.**, 30303, 4th Floor Home Savings Bldg., 75 Forsyth St. N.W. Area Code 404 Tel. 526-6000.

**BALTIMORE, MD.**, 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. 962-3560.

**BIRMINGHAM, ALA.**, 35205, Suite 200-201, 908 S. 20th St. Area Code 205 Tel. 325-3327.

**BOSTON, MASS.**, 02203, Room 510, John Fitzgerald Kennedy Federal Bldg. Area Code 617 Tel. 223-2312.

**BUFFALO, N.Y.**, 14203, 504 Federal Bldg., 117 Ellicott St. Area Code 716 Tel. 842-3208.

**CHARLESTON, S.C.**, 29403, Federal Bldg., Suite 631, 334 Meeting St. Area Code 803 Tel. 577-4171.

**CHARLESTON, W. VA.**, 25301, 3002 New Federal Office Bldg., 500 Quarrier St. Area Code 304 Tel. 343-6181 Ext. 375 and 376.

**CHEYENNE, WYO.**, 82001, 6022 Federal Bldg., 2120 Capitol Ave. Code 307 Tel. 634-5920.

**CHICAGO, ILL.**, 60604, 1486 New Federal Bldg., 219 South Dearborn St. Area Code 312 Tel. 353-4400.

**CINCINNATI, OHIO**, 45202, 8028 Federal Office Bldg., 550 Main St. Area Code 513 Tel. 684-2944.

**CLEVELAND, OHIO**, 44114, Room 600, 666 Euclid Ave. Area Code 216 Tel. 522-4750.

**DALLAS, TEX.**, 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. 749-3287.

**DENVER, COLO.**, 80202, 16419 Federal Bldg., 20th and Stout Sts. Area Code 303 Tel. 297-3246.

**DES MOINES, IOWA**, 50309, 609 Federal Bldg., 210 Walnut St. Area Code 515 Tel. 284-4222.

**DETROIT, MICH.**, 48226, 445 Federal Bldg. Area Code 313 Tel. 226-6088.

**GREENSBORO, N.C.**, 27402, 258 Federal Bldg., W. Market St. P.O. Box 1950. Area Code 919 Tel. 275-9111.

**HARTFORD, CONN.**, 06103, Room 610-B, Federal Office Bldg., 450 Main St. Area Code 203 Tel. 244-3530

**HONOLULU, HAWAII**, 96813, 286 Alexander Young Bldg., 1015 Bishop St. Area Code 808 Tel. 546-5977.

**HOUSTON, TEX.**, 77002, 5102 Federal Bldg., 515 Rusk Ave. Area Code 713 Tel. 226-4231.

**JACKSONVILLE, FLA.**, 32202, P.O. Box 35087, 400 W. Bay St. Area Code 904 Tel. 791-2796.

**KANSAS CITY, MO.**, 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. 374-3141.

**LOS ANGELES, CALIF.**, 90015, Room 450, Western Pacific Bldg., 1031 S. Broadway. Area Code 213 Tel. 688-2833.

**MEMPHIS, TENN.**, 38103, 710 Home Federal Bldg., 147 Jefferson Ave. Area Code 901 Tel. 534-3214.

**MIAMI, FLA.**, 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. Area Code 305 Tel. 350-5267.

**MILWAUKEE, WIS.**, 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414 Tel. 272-8600.

**MINNEAPOLIS, MINN.**, 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612 Tel. 725-2131.

**NEW ORLEANS, LA.**, 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504 Tel. 527-6546.

**NEW YORK, N.Y.**, 10007, 41st Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. Area Code 212 Tel. 264-0634.

**PHILADELPHIA, PA.**, 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215 Tel. 597-2850.

**PHOENIX, ARIZ.**, 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602 Tel. 261-3285.

**PITTSBURGH, PA.**, 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

**PORTLAND, ORE.**, 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

**RENO, NEV.**, 89502, 2028 Federal Bldg., 300 Booth St. Area Code 702 Tel. 784-5203.

**RICHMOND, VA.**, 23240, 2105 Federal Bldg., 400 N. 8th St. Area Code 703 Tel. 649-3611.

**ST. LOUIS, MO.**, 63103, 2511 Federal Bldg., 1520 Market St. Area Code 314 Tel. 622-4243.

**SALT LAKE CITY, UTAH**, 84111, 3235 Federal Bldg., 125 S. State St. Area Code 801 Tel. 524-5116.

**SAN FRANCISCO, CALIF.**, 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

**SAN JUAN, P.R.**, 00902, Room 100, Post Office Bldg. Phone 723-4640.

**SAVANNAH, GA.**, 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. Area Code 912 Tel. 232-4321.

**SEATTLE, WASH.**, 98104, 8021 Federal Office Bldg., 909 First Ave. Area Code 206 Tel. 583-5615.

Maxwell Road, Kuala Lumpur. Tender documents and specifications are available at the Office of the Senior Superintendent of Stores, P.W.D. Federal Stores, Cheras Road, Kuala Lumpur for $3.60.

### 357 Office, computing, accounting machines

**BRAZIL**—Electronic teaching equipment. Direct purchase and agency. Electronic do Brasil Ltda (manufacturer, retailer), Rua do Rosario, 159 1° andar Rio de Janeiro ZC-00 GB. WTD 1/68.

● **CHILE**—Supply of typewriters, calculating machines, and allied equipment. Tender No. S-9, bid deadline May 13. Tender conditions and specifications in Spanish. Only equipment of U.S. origin will be considered. Payment under Inter-American Development Bank (IDB) credit. Preferable that bidders be legally represented in Chile. Requested by Universidad de Chile, Depto. Central de Adquisiciones, Alameda #1058, Apt. 219, Santiago, Chile. Terms and specifications available on a loan basis from the Scientific and Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939).

**KOREA**—All types of office, computing, accounting machines. Direct purchase and agency. Samsung Moolsan Co., Ltd. (importer, distributor, commission agent), I.P.O. Box 1144, Seoul. WTD 6/68.

### 358 Service industry machines

**AUSTRIA**—Airconditioning equipment, commercial and industrial refrigeration equipment. Direct purchase and agency. Redium GmbH (selling agent, exporter), Jasomirgottstrasse 3, A-1010 Vienna. WTD 2/69.

● **COLOMBIA**—Supply and installation of an airconditioning central unit to serve five buildings, with a cooling capacity of 340 tons. No bid deadline has been specified. Interested firms must register with the Universidad de Antioquio, Oficina de Planeacion, Medellin before applying for copies of the terms and specifications. These will be available for approximately $120 per copy (non-reimbursable).

**GERMANY**—Purgers, traps, driers, moisture indicators, other controls for refrigeration, air conditioning, heating industries. Gustav Mohrmann (importer, sales agent), 47 Geesthachter Strasse, 2057 Geesthacht. WTD 4/69.

**JAPAN**—Commercial gas baking ovens of all sizes; gas convection ovens of all sizes; gas cookers of all sizes; electric dishwashers (washing capacity of 1,000-2,000 dishes per hr.); gas fryers of all sizes; soup kettles of either gas or electric type (capacity of 100 liters); gas dishwashers (capacity of about 100 dishes. Osaka Gas Co., Ltd., 1 Hirano-machi 5-chome, Higashi Ku, Osaka. WTD in preparation.

**NETHERLANDS**—Commercial coffee and tea making machines, small food servicing, dispensing, refrigeration equipment especially labor, time saving equipment. Direct purchase and exclusive representation. Brochures, price lists requested. H. J. A. Geubels N.V. (importer, sales agent), 20 Guldenstraat, (or: P.O. Box 107), Groningen. Attn: K. Steringa. WTD 6/68.

### 359 Machinery

**IVORY COAST**—Carburetors for passenger cars, heavy trucks, materials handling equipment, construction equipment. Distribution, technical, commercial, after-sales service available. M. P. Weydert, Directeur, Weydert & Cie (importer, distributor), B.P. 1535, Abidjan. WTD in preparation.

**SWEDEN**—Automotive pistons, piston rings, intake/exhaust valves. Direct purchase and agency. Carl Larsson & Soner AB (retailer, agent, wholesaler), Odinsgatan 19, S-411 03 Goteborg. WTD 3/69.

### 361 Electric transmission, distribution equipment

● **CHILE**—Supply of panel-board and graphic recording instruments for measuring electricity, such as voltmeters, ammeters, watt meters, watthour meters, demand meters, and other indicating instruments. Tender No. n/n, bid deadline May 19. Requested by Empresa Nacional de Electricidad S.A., "ENDESA" calle Santa Rosa #76, 5°, piso, Division Compras en el Extranjero, Santiago. Technical specifications available, at approximately $6 per set, from "ENDESA" S.A., seccion Compras en el Extranjero, calle Santa Rosa #76, 5°, piso, Santiago.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**"Introductory Guide to Exporting," published April 1968 by U.S. Department of Commerce**


● Supply four single-phase transformers and two three-phase transformers, two each feeder voltage regulators and boosters (electric transformers), bid deadline June 17. Specifications available for approx. $20 from Endesa, Santa Rosa No. 76, Piso 14, Santiago, Chile. IBRD credit 479-CH.

● **CYPRUS**—Supply, erect, and maintain for 12 months one each 3.3 Kv, one each 415 V. switchboard, and extensions and modifications to existing switchboard and control board. Tender No. M/787/3563/69, bid deadline June 27. Specifications available for approx. $48 from the general manager and chief engineer, The Electricity Authority of Cyprus, P.O. Box 1466, Nicosia.

**KOREA**—All types of electric power transmission, distribution equipment. Direct purchase and agency. Samsung Moolsan Co., Ltd. (importer, distributor, commission agent), I.P.O. Box 1144, Seoul. WTD 6/68.

● **THAILAND**—Supply electric substation equipment including hi-voltage auto and power transformers, power circuit breakers, air switches, disconnecting fuses, instrument transformers, distribution transformers, mobile power transformers, main control boards and AC and DC station service distribution boards. Tender No. YEA-11/2512-1206, bid deadline May 6. Yanhee Electricity Authority, Bangkok, Thailand. One set of specifications available for review only, not for loan, from the Power and Electrical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-4241).

### 362 Electrical industrial apparatus

**AUSTRIA**—Industrial controls, welding apparatus. Direct purchase and agency. Redium GmbH (selling agent, exporter), Jasomirgottstrasse 3, A-1010 Vienna. WTD 2/69.

**KOREA**—Arc welders, A.C. type. Direct purchase and agency. Gold Star Trading Co. (commission agent), C.P.O. Box 101, Seoul. WTD in preparation.

**NETHERLANDS**—Line correctors, X-Y recorders, electronic frequency counters up to 500 Mhz, white noise generators, electronic components for this equipment. Direct purchase and exclusive representation of manufacturers only. Elofysica N.V. (importer), 120 Weteringschans, Amsterdam. Attn: Mr. J. Schaap. WTD 2/68.

Electric, electronic, pneumatic and hydraulic process control equipment and devices; telecontrol equipment, electric power relays, static swtching. Direct purchase and exclusive representation. Vonk N.V. (importer, manufacturer, sales agent), 16 De Holvert, Coevorden. Attn: Mr. J. A. Blokland. WTD in preparation.

### 363 Household appliances

**NETHERLANDS**—Electric percolators, coffee makers, tea kettles, whistling kettles (220 V. only). Direct purchase and exclusive representation. Competitive prices required. C.i.f. quotations Amsterdam or Rotterdam. N.V. Metaalwarenfabriek G. Bredemeijer (manufacturer, importer, exporter), 23 Oude Torenstraat, Hilversum. Attn: Mr. I. Hamel Jzn. WTD 11/67.

### 364 Electric lighting, wiring equipment

**NETHERLANDS**—Underwater lighting equipment. Direct purchase and exclusive representation. Vonk N.V. (importer, manufacturer, sales agent), 16 De Holvert, Coevorden. Attn: Mr. J. A. Blokland. WTD in preparation.

● **PAKISTAN**—Supply 1,300 fluorescent tube lights; 150 channels, back covers; 600 aluminum seamless light fixtures; 24 water tight ceiling glass fixtures with holders; 1,500 pole switches; 600 plugs holders; 1,500 pole switches; 600 plugs and sockets (2 pin); 100 plugs and sockets (3 pin); 50 dust and water proof 2 pin plugs and sockets; 250 pieces of 56" sweep ceiling fans with 1 ft. down rods; 250 pieces of 56" sweep ceiling fans with 3 ft. down rods. Bid deadline May 12. Project financed by IDA Credit No. 49-PAK. Project Director, East Pakistan Agricultural University, Memensingh, E. Pakistan.

One set of specifications available for review only, not for loan, from the Power and Elec-

trical Equipment Division, BDSA, Room 4124, Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-4241).

**TAIWAN**—Spotlight bulbs for photography. Fwa Chow Trading Co., Ltd. (importer, exporter), P.O. Box 3353, Taipei. WTD in preparation.

### 366 Communication equipment

**KOREA**—All types of telecommunication equipment, other communication equipment. Direct purchase and agency. Samsung Moolsan Co., Ltd. (importer, distributor, commission agent), I.P.O. Box 1144, Seoul. WTD 6/68.

**NETHERLANDS**—Lighthouse equipment, whistling buoys, fog horns, sirens, other navigational aid equipment to indicate offshore platforms. Direct purchase and exclusive representation. Vonk N.V. (importer, manufacturer, sales agent), 16 De Holvert, Coevorden. Attn: Mr. J. A. Blokland. WTD in preparation.

### 369 Electrical machinery, equipment, supplies

**IRAN**—Electrical insect killer, 200 V., 50 cycles, A.C. M. Melik Minassian (importer), 290 Takhte Jamshid Ave., Tehran. WTD 1/69.

**SWEDEN**—Automotive electrical equipment: ignition cables, coils, distributor parts, relays. Direct purchase and agency. Carl Larsson & Soner AB (retailer, agent, wholesaler), Odinsgatan 19, S-411 03 Goteborg. WTD 3/69.

### 371 Motor vehicles, equipment

**SWEDEN**—Motor vehicle bearings, horns, windshield wiper blades. Direct purchase and agency. Carl Larsson & Soner AB (retailer, agent, wholesaler), Odinsgatan 19, S-411 03 Goteborg. WTD 3/69.

### 381 Engineering, laboratory, scientific, research instruments

**AUSTRIA**—Laser beam alignment devices; laser engineering instruments for use in construction industry. Direct purchase and agency. Franz Bachl (manufacturer, exporter, agent), Inhaber Peter Freiberger, Apostelgasse 37, A-1030 Vienna. WTD 3/69.

● **CHILE**—Supply of centrifuges, weighing scales, microscopes, ovens, incubators, heaters, etc., for laboratory use. Tender No. S-8, bid deadline May 12. Terms in Spanish. Specifications in Spanish and English. Only equipment of U.S. origin will be considered. Payment under Inter-American Development Bank (IDB) credit. Preferable that bidders be legally represented in Chile. Requested by Universidad de Chile, Depto. Central de Adquisiciones, Alameda #1058, Apt. 219, Santiago, Chile.

Terms and specifications available on a loan basis from the Scientific & Business Equipment Division, BDSA-653, U.S. Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-2939).

**ITALY**—Inflowing air sterilizing devices for hospitals, clinics, research laboratories, surgical operation rooms; bacteriological laboratory instruments and apparatus, blood testing apparatus, Bunsen burners, laboratory centrifuges, chemical laboratory apparatus, clinical laboratory instruments, distilling apparatus for laboratory use, dust sampling and analyzing equipment, laboratory furnaces, laboratory testing and scientific instruments, laboratory vacuum pumps. Direct purchase and agency. G. R. Duroni (agent, retailer), Via Pomba 29a, 10123 —Torino. WTD 3/69.

**NETHERLANDS**—Stabilized power supplies (D.C.), integrated circuits, line correctors, X-Y recorders, electronic components for this equipment. Direct purchase and exclusive representation of manufacturers only. Elofysica N.V. (importer), 120 Weteringschans, Amsterdam. Attn: Mr. J. Schaap.

### 382 Instruments for measuring, controlling, indicating physical characteristics

**GERMANY**—Thermometers, manometers, gauges, dew point measuring and control systems or units, Bourdon springs, Barton cells, diaphragms, other instruments for measuring, controlling, indicating physical properties, parts thereof. Starke & Pfuetzenreuter (importer, sales agent), Hamburg Branch Office, 65 Borstels Ende, 2 Hamburg 63. WTD 4/69.

**ITALY**—Mechanical measuring, controlling instruments, barometers, mercury, aneroid types, hydrometers, similar items. Direct purchase and agency. G. R. Duroni (agent, retailer), Via Pomba 29a, 10123-Torino. WTD 3/69.

**NETHERLANDS**—Data scanners. Direct purchase and exclusive representation of manufacturers only. Elofysica N.V. (importer), 120 Weteringschans, Amsterdam. Attn: Mr. J. Schaap. WTD 2/68.

**PERU**—Complete automobile diagnostic clinic. Victor Tejada (importer, construction), Av. Republica de Chile 295, Of. 406, Lima. WTD 9/67.

### 384 Surgical, medical, dental instruments

**SOUTH AFRICA**—Newly developed surgical and medical instruments, apparatus. Direct purchase and agency. Frederick C. Marcus & Co. (Pty.) Ltd. (importing distributor), P.O. Box 3039, Cape Town, Cape Province. WTD 4/68.

### 391 Jewelry, silverware, plated ware

**NETHERLANDS**—Silver plated, chromium plated, stainless steel candle sticks, candelabra, service trays, cigarette boxes, ash trays, cream and sugar sets, cake dishes, sugar bowls, related luxury products. Direct purchase and exclusive representation. Competitive prices required. C.i.f. quotations Amsterdam or Rotterdam. N.V. Metaalwarenfabriek G. Bredemeijer (manufacturer, importer, exporter), 23 Oude Torenstraat, Hilversum. Attn: Mr. I. Hamel Jzn. WTD 11/67.

### 394 Toys, amusement, sporting, athletic goods

**IRELAND**—Golf gloves. George Horn Ltd. (manufacturer), Ashtown, Castleknock, Co. Dublin. WTD 2/69.

### 398 Manufacturing industries

**LIBYA**—Chemical fire extinguishing equipment, parts. Direct purchase and agency. Paint and Chemical Industries, P. Catsiapis & Sons (importer), P.O. Box 286, Tripoli. WTD in preparation.

### 739 Business services

**AUSTRIA**—Computer programs for operations research, business analysis, related purposes for use in firm's management, computer-service organization. RAG Datenverarbeitung GmbH (electronic data processing service), Rathausstrasse 20, P.O. Box 75, A-1016 Vienna. WTD 3/69.


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## Polimex requests bids on various machinery

The Polish Export and Import Company for Machines (Polimex), Ltd., Poland, Warszawa 1, Czackiego 7/9 (Attn: L. M. Zawadzka), would like to obtain the following machinery: equipment for bagging fertilizers in polythene bags; press for the production of tractor tire tubes; six mixer-kneaders for electrode mass; two reactors for resins, induction heating; mixer- kneader for electrode mass; three mixer-kneaders for rubber; vertical cutting machine for cord fabric; pilot filter for sludge; and V-Belt plant/license.

Polimex would appreciate expressions of interest from U.S. firms, accompanied by five copies of bids and drawings.

Specifications are available on a short term loan basis to U.S. firms from the GIE Division. BDSA-647, Department of Commerce, Washington, D.C. 20230.★ (Telephone: 202-967-5585).

## French military seeks prefab desert housing

The procurement officer of Fort Lamy, the French military base, is considering the purchase of 120 one and three bedroom, concrete slab prefabricated homes similar to those used in the southwestern part of the U.S. The houses, for use in a desert climate where temperatures may exceed 100 degrees, must be complete for simple assembly. A total of 70 would be purchased immediately and 50 at a later date.

U.S. firms interested in this trade opportunity should communicate via international air mail to the Commercial Officer, U.S. Embassy, Fort Lamy, Chad.

# Sales Representation

*The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.*

### 221 Broad woven fabric mills, cotton

**IRELAND**—Plain woven printed cottons, corduroy, velvet, velveteens. J. F. O'Meara Ltd. (importing distributor), 5A Upper Fownes St., Dublin 2. WTD 2/69.

**SWITZERLAND**—Book cloth. Oscar Brandenberger (importer, exporter, representative), Froebelstrasse 22, 8029 Zurich. WTD 3/69.

### 227 Floor covering mills, products

**IRELAND**—Carpet tiles. Longueville Saw Mills (manufacturer, importing distributor), Mallow, Co. Cork. WTD 4/69.

### 228 Yarn, thread mills, products

**NETHERLANDS**—Raw materials and/or semi-finished products for floor carpeting industry, especially polyester, acrylic, nylon and polypropylene yarns, fibers. Agency for Benelux countries, Germany, France. Handelsondernemning J. Visscher Jr. (agent), 117 Noordvliet, Maassluis. WTD 3/69.

### 259 Furniture, fixtures

**NETHERLANDS**—Newly developed types of curtain rods, drapery hardware. Exclusive representation. Wijnants van Leuven N.V. (importing distributor), Attn: J. B. Wijnants. 18 Martelaarsgracht, Amsterdam. WTD 3/69.

### 263 Paperboard mills, products

**SWITZERLAND**—Bookbinders' paperboard, leatherboard, cardboard. Oscar Brandenberger (importer, representative, exporter), Froebelstrasse 22, 8029 Zurich. WTD 3/69.

### 281 Industrial chemicals

**COLOMBIA**—Chemical products for pharmaceutical, cosmetic, food industries. Francisco J. Vasquez G. (importer, agent), Avenida Jimenez No. 8-56-Apartado Aereo No. 5340, Bogota. WTD 3/69.

### 283 Drugs

**NETHERLANDS**—Feed supplements, especially antibiotics, binding agents, vitamins, growth stimulators, preservatives, similar products. Representation and/or direct purchase for Common Market. Pell Nederland N.V. (importer, distributor, exporter, agent), 60 Westewagenstraat, Rotterdam-1. Attn: Mr. A. C. Braakenburg, gen. mgr. WTD 3/69.

### 285 Paints, varnishes, lacquers, enamels

**THAILAND**—Complete line of paints, exterior and interior, metal anti-corrosive coating. Exclusive agency. Requests catalogs, brochures, c.i.f. Bangkok prices. Song Sang Supplies Ltd., Part. (importer, wholesaler), 192-194 Charoen Muang Rd., Bangkok. WTD 1/69.

### 307 Plastic products

**NETHERLANDS**—Nylon tubes for pneumatic systems. Direct purchase and/or exclusive representation for Benelux countries. Fluid Automation Holland N.V. (manufacturer, importer, distributor, exporter), 30 Goudenrijderstede, or P.O. Box 30, Cuijk. Attn: Mr. A. W. Moes, sales mgr. WTD 3/69.

### 311 Leather tanning, finishing

**SWITZERLAND**—Bookbinders' leather. Oscar Brandenberger (importer, exporter, representative), Froebelstrasse 22, 8029 Zurich. WTD 3/69.

### 323 Glass products

**ETHIOPIA**—Tableware, glass, heat treated, goblets, heavy bases, cocktails, pilsners, stemwares. Must have competitive prices. C.i.f. Assab prices. Catalogs requested. Exclusive agency. Yihia Abdella Hassan (importer, wholesaler), P.O. Box 354, Addis Ababa. WTD 10/68.

### 326 Pottery, related products

**ETHIOPIA**—Commercial and household tableware, kitchen articles, vitreous china, semi-vitreous china, earthenware. Must have competitive prices. C.i.f. Assab prices. Catalogs requested. Exclusive agency. Yihia Abdella Hassan (importer, wholesaler), P.O. Box 354, Addis Ababa. WTD 10/68.

### 342 Cutlery, hand tools

**NETHERLANDS**—Special tools for upholsterers, cabinet makers, wallpaper hangers. Exclusive agency. Wijnants van Leuven N.V. (importing distributor), Attn: Mr. J. B. Wijnants, 18 Martelaarsgracht, Amsterdam. WTD 3/69.

### 343 Heating apparatus, plumbing fixtures

**GUATEMALA**—Kitchen sinks, plumbing fixture fittings (brass goods). Requests replies in Spanish. Electro Gas de Guatemala, S.A. (manufacturers' distributor). 2a. Calle 6-25, Zona 10, Guatemala City. WTD 11/68.

### 349 Fabricated metal products

**NETHERLANDS**—Miniature valves, tube fittings for hydraulic, pneumatic systems. Direct purchase and/or exclusive representation for Benelux countries. Fluid Automation Holland N.V. (mfgr., importer, distributor, exporter), 30 Goudenrijderstede. or P.O. Box 30, Cujik. Attn· A. W. Moes, Sales Mgr. WTD 3/69.

**SWITZERLAND**—Gold leaf, foil, imitation gold, for bookbinders. Oscar Brandenberger (importer, exporter, representative), Froebelstrasse 22, 8029 Zurich. WTD 3/69.

### 351 Engines, turbines

**GERMANY**—Outboard motors for sport, pleasure craft. Rolf Weirich (wholesaler, importer), 68 Mannheim 81, Relais Strasse 94. WTD 12/68.

### 352 Farm machinery

**GERMANY**—All kinds of farm machinery, equipment. Albert Stuetzle (sales agent), 5 Uhlandstrasse, 28 Bremen. WTD 2/69.

### 353 Construction, mining, materials handling machinery, equipment

**FRANCE**—Materials handling conveyors, 250 kg to 20 ton capacity hoists. Requests replies in French. Tourtellier, S.A. (manufacturer, factory agent), 14 Ave. de Lutterbach, 68 Mulhouse. WTD 3/69.

### 354 Metalworking machinery

**NETHERLANDS**—Automotive tire and wheel equipment and parts, especially pressure control, tire changing, aligning equipment, tire repair tools, parts. N.V. Technische Handelsonderneming M. Scher & Co. (manufacturer, distributor, exporter, engineering consultant), 23 Groenendaal, Rotterdam-1. Attn: Mr. J. Wassink. WTD 12/68.

Pneumatic tools, especially hammers, drills, similar items. Direct purchase and/or exclusive representation for Benelux countries. Fluid Automation Holland N.V. (manufacturer, importer, distributor, exporter), 30 Goudenrijderstede, or P.O. Box 30, Buijk. Attn: Mr. A. W. Moes, Sales Mgr. WTD 3/69.

### 355 Special industry machinery

**SWITZERLAND**—Thermography mats, printing presses, thermography type, bookbinders' machines. Oscar Brandenberger (importer, exporter, representative), Froebelstrasse 22, 8029 Zurich. WTD 3/69.

Tobacco working machinery, tobacco vacuum humidifiers. Polymer AG (manufacturer, distributor), Attn: Mr. H. O. Wirth, Schwarztorstrasse 57, 3000 Bern. WTD 3/68.

### 356 General industrial machinery

**MEXICO**—Pumps (diesel or gasoline motors) spare parts. Sales representative for Veracruz, Oaxaca, Tabasco, Yucatan. Requests replies in Spanish. Industrial Automotriz del Golfo. S.A. (distributor), Diaz Miron No. 666, Veracruz. Ver. WTD 4/69.

**NETHERLANDS**—Miniature pumps for pneumatic, hydraulic systems. Direct purchase and/or exclusive representation for Benelux countries. Fluid Automation Holland N.V. (manufacturer, importer, distributor, exporter), 30 Goudenrijderstede, or P.O. Box 30, Cuijk. Attn: Mr. A. W. Moes, Sales Mgr. WTD 3/69.

### 357 Office, computing, accounting machines

**AUSTRALIA**—Envelope stuffing, sealing and addressing machines; numbering machines, office and store; mechanical paper cutter and trimmers; perforators (office machines); registers autographic; seal pressers notarial, etc.; shorthand machines; sorters, filing; office; staple removers; teaching machines, electrically or electronically activated; time clocks, time recording devices; time stamps containing clock mechanisms. H. M. Abbott & Sons (Australia) Pty. Ltd. (importer, distributor, agent), 52-54 Clarence St., Sydney, N.S.W. 2000. WTD in preparation.

### 358 Service industry machines

**THAILAND**—Room air conditioners, 7000-30,000 B.T.U. Exclusive agency. Requests catalogs, brochures, c.i.f. Bangkok prices. Song Sang Supplies Ltd. Part. (importer, wholesaler), 192-194 Charoen Muang Rd., Bangkok. WTD 1/69.

### 359 Machinery

**NETHERLANDS**—Miniature cylinders for hydraulic, pneumatic systems. Direct purchase and/or exclusive representation for Benelux countries. Fluid Automation Holland N.V. (manufacturer, importer, distributor, exporter), 30 Goudenrijderstede, or P.O. Box 30. Cuijk. Attn: Mr. A. W. Moes, Sales Mgr. WTD 3/69.

### 361 Electric transmission, distribution equipment

**NETHERLANDS**—Automotive test equipment, especially electric control equipment, parts. N.V. Technische Handelsonderneming M. Seher & Co. (manufacturer, distributor, exporter, engineering consultant), 23 Groenendaal, Rotterdam-1. Attn: Mr. J. Wassink. WTD 12/68.

**SWITZERLAND**—Digital measuring instruments. INTRON, Glaser & Mueller (manufacturer, distributor), Zurichstrasse 20, 8600 Dubendorf. WTD 3/69.

### 362 Electrical industrial apparatus

**AUSTRIA**—Electronic control equipment for machinery, industrial production plants. Mock O.H.G., Industriebedarf (manufacturers' representative), Heinestrasse 38, A-1020 Vienna. WTD 4/69.

**GERMANY**—Electronic controls, control accessories; electronic gauging, measuring devices. Rolf Weirich (wholesaler, importer), 68 Mannheim 81, Relais Strasse 94. WTD 12/68.

### 363 Household appliances

**GUATEMALA**—Household cooking stoves electric and propane-gas operated. Requests replies in Spanish. ELECTRO Gas de Guatemala, S.A. (manufacturers' representative), 2a. Calle 6-25, Zona 10, Guatemala City. WTD 11/68.

### 365 Radio, television receiving sets

**SWITZERLAND**—Household television, radio receiving sets; tape recorders, recorders similar products; accessories, parts; portable radio, television sets. Allelectric AG (distributor, exporter), Gartenstrasse 12, 5600 Lenzburg. WTD 12/68.

### 366 Communication equipment

**GERMANY**—All types of maser equipment; laser systems and equipment. Rolf Weirich (wholesaler, importer), 68 Mannheim 81, Relais Strasse 94. WTD 12/68.

### 367 Electronic components, accessories

**SWITZERLAND**—Small resistors, relays, condensers for electronic applications. Sacel S.A. (manufacturer, distributor), 11 rue Manoir, 1207 Geneva. WTD 1/68.

Semiconductor elements, transistors, reed contacts, micro components. INTRON Glaser & Mueller (manufacturer, distributor), Zurichstrasse 20, 8600 Dubendorf. WTD 3/69.

### 369 Electrical machinery, equipment, supplies

**IVORY COAST**—Electrical systems for passenger cars, heavy trucks, materials handling equipment, construction equipment. Distribution, technical, commercial, after-sales service available. Requests replies in French. M. P. Weydert, Directeur, Weydert & Cie (importer, distributor), B. P. 1535, Abidjan. WTD in preparation.

### 371 Motor vehicles, equipment

**IVORY COAST**—Braking systems, clutch systems and filtration for passenger cars, heavy trucks, materials handling and construction equipment. Distribution, technical, commercial, after-sales service available. Requests replies in French. M. P. Weydert, Directeur, Weydert & Cie (importer, distributor), B. P. 1535, Abidjan. WTD in preparation.

**JORDAN**—Vehicle spare parts for trucks, passenger cars. Victor G. Sabbagh (commission agent), P.O. Box 988, Amman. WTD 5/68.

**PARAGUAY**—Full range of automotive spare parts, accessories. Mr. Juan C. Rios Gracia, La Importadora de Autorepuestos S.R.L. (agent, importer, wholesaler, retailer), Calle Luis A. de Herrera 558, Asuncion. WTD 4/69.

### 372 Aircraft, parts

**NETHERLANDS**—Northrop F-5 spare parts, components, hardware for Dutch Air Force. Not interested in other aircraft parts, components. Harteveld Hoos & Heyermans N.V. (importer, distributor, exporter, agent, engineering consultants), 299 Mathenesserlaan, Rotterdam. Attn: Mr. L. F. van Wely, Mgr. WTD 11/68.

### 373 Ship building, repairing

**GERMANY**—Sailboats, motorboats. Rolf Weirich (wholesaler, importer), 68 Mannheim 81, Relais Strasse 94. WTD 12/68.

### 381 Engineering, laboratory, scientific research instruments

**ISRAEL**—Laboratory testing, scientific equipment including lasers, ultra centrifuges, electrophoresis equipment, off-line computer equipment, laboratory recorders. Exclusive representations. Agentex Ltd. (importer, exporter, agent), 3 Bograshov St., Tel Aviv. WTD 5/68.

### 382 Instruments for measuring, controlling, indicating physical characteristics

**NETHERLANDS**—Exhaust gas testers, automotive. N.V. Technische Handelsonderneming M. Seher & Co. (manufacturer), 23 Groenendaal, Rotterdam-1. Attn: Mr. J. Wassink.

### 383 Optical instruments, lenses

**ISRAEL**—Mass spectrometers, chromatographic equipment (laboratory type). Exclusive representations. Agentex Ltd. (importer, agent, exporter), 3 Bograshov St., Tel Aviv. WTD 5/68.

### 394 Toys, amusement, sporting goods

**IRELAND**—All types of toys, games, dolls. Art Products Ltd. (importing distributor), Central Hotel Chambers, Dame Court, Dublin 2. WTD 2/69.

**NETHERLANDS**—Toy and hobby models such as airplanes, engines, boats, ships, railroad equipment; hobby construction sets. Exclusive distributorship. Requests c.i.f. Rotterdam/Amsterdam quotations only. Model Engineering (importing distributor), 45 Elzenlaan, Hilversum. WTD 3/69.

Toys, sporting goods; all kinds. Vanmin N.V. (manufacturer, distributor, exporter, importer), 370A Rotterdamseweg, Delft. Attn: Mr. M. W. de Jonge. WTD 3/69.

**SWITZERLAND**—Home tailoring kits, sets. Muller-Brunner & Co AG (manufacturer, importer), P.O. Box, 8024 Zurich. WTD 3/69.

### 396 Costume jewelry, novelties, buttons, notions

**IRELAND**—Costume novelties suitable for gift lines. Art Products Ltd. (importing distributor), Central Hotel Chambers, Dame Court, Dublin 2. WTD 2/69.

**SWITZERLAND**—All kinds of hair curlers, hairpins, curl clips, hair rollers for beauty parlor use; hooks, crochets, snap fasteners, similar items for clothing industries. Fischer & Co. (manufacturer), Drahtwerke, 5734 Reinach. WTD in preparation.

### 441 Deep sea foreign transportation

**TAIWAN**—Shipping agency for regular freighter; can solicit more than 6,000 tons of loading cargos monthly. Louey & Co. Ltd. (agent), P.O. Box 22243, Taipei. WTD in preparation.

## New Trade Lists

*The Bureau of International Commerce has published the following automated lists to provide complete coverage for the countries listed below.*

*The lists may be ordered by firms domiciled in the United States, giving the title, or by the five digit SIC number from BIC-924, U.S. Department of Commerce, Washington, D.C. 20230, or from Department of Commerce Field Offices. The price is $1 per list for each country.*

*The Standard Industrial Classification (SIC) number for all the countries listed below is* **00000—Business Firms.**

NOTE: *The SIC numbers in these lists are coded in accordance with 1967 Bureau of the Census publications.*

| *Country* | *Number of names in list* |
|---|---|
| Afghanistan | (653) |
| Angola | (522) |
| Barbados | (319) |
| Bermuda | (988) |
| British Honduras | (347) |
| Ceylon | (915) |
| Democratic Republic of the Congo (Kinshasa) | (401) |
| Cyprus | (821) |
| Ethiopia | (1434) |
| Ghana | (1307) |
| Guadeloupe, Martinique and French Guiana | (550) |
| Guyana | (595) |
| Haiti | (831) |
| Ivory Coast | (680) |
| Jordan | (655) |
| Kuwait | (1465) |
| Liberia | (1061) |
| Malaysia | (1197) |
| Morocco | (832) |
| Mozambique | (1214) |
| Nigeria | (1165) |
| Saudi Arabia | (1204) |
| Senegal | (200) |
| Surinam | (817) |
| Tanzania | (405) |
| Trucial States | (1797) |
| Tunisia | (284) |
| Uganda | (498) |
| Uruguay | (967) |
| Viet-Nam | (3664) |
| Yugoslavia | (1155) |

# Future Construction

*For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.*

**DOMINICAN REPUBLIC**—The Government of the Dominican Republic recently signed a contract with Constructora Emkay, S.A., y Asociados, a consortium consisting of Morrison and Knudsen, United States, and several local contractors, for the construction of **Tavera Dam.**

The total value of the contract is $27.5 million and will be financed jointly by the International Development Bank, Agency for International Development and the Government of the Dominican Republic. Work is to begin on or before Apr. 30.

The project includes the dam, irrigation works, 40,000 kilowatts of electric generating capacity, and is expected to require three years for completion.

The Tavera project is a long-time dream of the Dominican people.

President Balaguer, in remarks at the contract signing, indicated the country has now begun to cross the frontier of development—that the project will permit increased agricultural production and provide electric energy sufficient to lower costs and make the country industrially competitive.

In the same ceremony the Dominican Government, through Instituto Nacional de Recursos Hidraulicos (INDRHI), signed a contract with a Mexican firm, CIEPS, for a feasibility study of the **Yaque del Note river basin.** This study will be used to support possible World Bank financing for resource development of that region.

**KOREA**—The following additional information has been received by the Department of Commerce regarding an Asian Development Bank loan to assist **Korea's fishing industry.** (See INTERNATIONAL COMMERCE, Apr. 14, p. 39).

Construction and outfitting of the four cold storage plants with planned freezing capacity of 5000 metric tons will provide opportunities for U.S. firms to sell equipment and supplies valued at about $2 million. Engineering bids have been solicited but final selection has not been made.

Firms interested in obtaining additional information regarding this opportunity should communicate with: President Lee Sung Ho, Korea Cold Storage Co., Samyun Building, Chungmuro, Chunghu, Seoul, Korea; and/or President Tchah Kyun-Hi, Korea Agriculture and Fishery Development Corp., IPO Box 3212, Seoul, Korea.

**SOUTH AFRICA**—Amalgamated Hotels Ltd., which holds the South African franchise for Holiday Inns, Inc., **intends to establish a number of Holiday Inns in South Africa, Lesotho and Swaziland.** Four of the inns will involve the remodeling of existing hotels, but the balance will be designed and built by the group.

**URUGUAY**—The Government of Uruguay is planning the construction of a **floating petroleum receiving terminal** on the country's east coast in the district of Rocha.

The terminal will consist of a large buoy (technically referred to as a "single point mooring—SPM") which will receive crude oil from super tankers and transfer the oil through floating hoselines to a tank farm ashore.

Issuance of a tender for a $5 million project, $750,000 of which is to be expended for the buoy, is expected about the end of May. Firms desiring further information should contact: Administracion National de Combustibles, Alcohol y Portland, Rambla Roosevelt 160, Montevideo, Uruguay.

# Visiting Buyers and Officials

*Schedule arrival dates and U.S. addresses indicated*

**FRANCE**—Jacques Bellot, board chairman, Societe de Tricotage Aube et Marne "Bel", 14 rue des Bas Trevois, 10 Troyes, **interested in contacting U.S. manufacturers of knitwear to discuss import into France, and in plant visits.** Apr. 27 via New York for one week. c/o Sheraton Deauville Hotel, Brighton Ave., Boardwalk, Atlantic City, N.J. 08404, Apr. 28-29 while visiting knitting art exhibition. Itinerary: New York, Atlantic City. WTD in preparation.

Yves Bedier, board chairman, Breilly S.A., 10 rue Carnot, 80 Moreuil, **interested in meeting U.S. manufacturers of socks to discuss import into France and in plant visits.** Apr. 27 via New York for one week. c/o Sheraton Deauville Hotel, Brighton Ave., Boardwalk, Atlantic City, N.J. 08404, Apr. 28-29 while visiting knitting art exhibition. Itinerary: New York, Atlantic City. WTD in preparation.

**JAPAN**—Sadao Hasegawa, managing director, Hasegawa Denki Co., Ltd., 306 Midori-machi, Shizuoka City, **interested in visiting small and medium size electric contractors to discuss recent developments in the field of industrial, commercial and residential electric wiring.** May 1 via San Francisco for three weeks. c/o Miyako Travel Service, Inc., 135 S. San Pedro St., Los Angeles, Calif. 90012. Itinerary: San Francisco, Omaha, Chicago, Detroit, New York, New Orleans, Los Angeles, Honolulu. WTD in preparation.

**NEW ZEALAND**—J. S. Bayley, Cable-Price Corp. Ltd., P.O. Box 2177, Wellington, **interested in agency or distributorship of machinery and equipment for handling and transfer of containers at ports, and requesting technical information on containerization.** May 6 via New York for 9-10 weeks. c/o Allis Chalmers, International Division, P.O. Box 512, Milwaukee, Wis. Itinerary: 5/6-9 New York, 5/10-27 U.K. and Canada, 5/28-6/3 New York, 6/4-6 Chicago, 6/6-24 Milwaukee, after 6/25 Seattle, Portland, San Francisco, Los Angeles. WTD under preparation.

**PAKISTAN**—M. Taufiq Khan, M. Taufiq Khan & Co., Shah Abdul-Muali Road, Lahore, West Pakistan, **interested in locating machinery for manufacturing quality wigs and in selling human hair in raw form (unbleached, undyed but hygienically cleaned).** May 1 via Honolulu for 30 days. c/o U.S. Hair Processing Co., 3731 W. Pico Blvd., Los Angeles, Calif. or Foreign Domestic Distributors, Inc., 11 W. 42nd St., New York, N.Y. Itinerary: Honolulu, San Francisco, Los Angeles, New York. WTD 6/68.

**SOUTH AFRICA**—A. Melnick, J. Melnick & Co. (Pty.) Ltd. and subsidiary companies, 43 Somerset Road, Cape Town, **interested in direct purchase and sole franchise for foodstuffs, confectionery, delicatessen items.** May 6 via Honolulu until June 8. c/o Commerce Field Offices en route. Itinerary: 5/6-11 Honolulu, 5/11-14 San Francisco, 5/15-17 Los Angeles, 5/17-19 Las Vegas, 5/19-21 New Orleans, 5/21-25 Philadelphia, 5/25-6/8 New York. WTD 4/66 presently under revision.

**SPAIN**—Miguel Torres C., representing his own firm, Comercio 34, Villafranca del Panades, Barcelona, **interested in exporting Spanish bottled wines to U.S.** May 4 via Miami for one month. c/o Leonard Horwin, 121 S. Beverly Drive, Beverly Hills, Calif. Itinerary: 5/4 Miami, 5/14 New Orleans, 5/16 New York, 5/23 Washington, 5/29 Chicago, 6/1 Los Angeles. WTD 3/68.

## Little things make the difference

"Quite often the difference in being successful and not being successful in a foreign market is that the successful firm is aware of and paying attention to the little things.

"These can be:

"Handling all overseas correspondence as quickly as possible;

"The ability to be understood in writing;

"Making certain that the sales literature and technical bulletins are in the language of the country;

"And tailoring the product to the customer's needs.

"To be successful in international trade takes more than a product and a desire to sell it. Often it is these little things that can make the big difference in overseas marketing."

—V. J. Borland, Export Manager, Quaker State Oil Refining Corp.

# New Books and Reports

***Mexico 1968.* Published by the National Foreign Trade Bank of Mexico, Mexico City. 1969. 492pp. $4.**

This book, available in both English and Spanish, is a comprehensive handbook on today's Mexico. It presents a panorama of the social and economic development of modern Mexico.

Apart from the ample statistical data provided in the text, it is illustrated throughout, and includes 41 color plates. It contains sections devoted to Mexican history, the land and people, the major economic activities, communications and transportation, international relations, tourism, social security, housing, education, the arts and literature, and a chapter on the 1968 Olympic Games. It contains enough information to make it a reference source for businessmen interested in the Mexican market.

**Write:** Lic. Antonio Calderon, Sub-Director, Banco Nacional de Comercio Exterior, Venustiano Carranza 32, Mexico 1, D. F., Mexico.

***The Middle East and North Africa.* Published by Europa Publications Ltd. London. 1969. 974pp. $21.**

Thirty-seven countries, from Afghanistan in the East to Mauritania in the West, from Turkey in the North to Somalia in the South, are covered in this volume.

Extensive bibliographies are included for each country as well as a who's who of the eminent people in or connected with the region. Background information covers the geography, history, religions, government, law, education, and economic life of the countries.

Additional factual data includes: names of members of the Government and Diplomatic Corps; leaders of political parties and religious bodies; lists of newspapers, periodicals, press agencies, banks, trade and industrial organizations, libraries, universities, and others, with addresses and names of principal officials.

**Write:** Europa Publications Ltd., 18 Bedford Sq., London, W.C.1, England.

***Economic Survey of Ireland.* Published by the OECD. Paris. 1969. 40pp. 80 cents.**

This is the latest title in this series of economic studies for member countries, published annually by the Organization for Economic Cooperation and Development. This booklet contains information on economic developments and policies, business trends, and policy measures.

A statistical annex is included showing expenditures on gross national products, prices and wages, money and banking, foreign trade, and others.

**Write:** OECD Publications Office, Suite 1305, 1750 Pennsylvania Ave. NW., Washington, D.C. 20006.

***The International Bond Market in the 1960's.* By John F. Chorn and Robert Valentine. Published by Frederick A. Praeger. New York. 1968. 175pp. $12.50.**

International bonds—loans issued in a country in which the borrower is not resident—have been a main force in the shift to an international emphasis within financial markets.

The authors examine in depth the types of bond issues; underwriting operations; restrictions and tax treatments; country-by-country balance-of-payments, exchange and interest rates; and make-up of capital markets. They conclude that international bonds have greatly benefited world economies by tapping new monetary resources, creating financial expertise, and easing financial arrangements, with concomitant reductions in long-term capital outflows and replenishment of foreign exchange holdings.

**Write:** Frederick A. Praeger, Publishers, 111 Fourth Ave., New York, N.Y. 10003.

***European Economic Integration and the United States.* By Lawrence B. Krause. Published by The Brookings Institution. Washington, D.C. 1968. 265pp. $6.75.**

Enough time has elapsed since the creation of the European Economic Community and the European Free Trade Assn. to permit a comprehensive appraisal of the impact of these arrangements. This study provides such an appraisal by examining the direct effects of integration on the international trade of manufactured products and agricultural goods as well as on direct investment flows and other international transactions.

The author also discusses economic factors that have a bearing not only upon developments in Europe, but on the doctrine and form of economic integration in other areas such as Latin America.

**Write:** The Brookings Institution, 1775 Massachusetts Ave. NW., Washington, D.C. 20036.

***Toward an Orderly Market.* By John Lynch. Published by Charles E. Tuttle Co. Vermont. 1969. 215pp. $6.75.**

Subtitled An Intensive Study of Japan's Voluntary Quota in Cotton Textile Exports, this book tells of a Japanese-American economic agreement that has lasted for more than ten years.

The author shows how the human achievements and failures that went into the making of the present-day textile agreements offer lessons and insights into the nature of most Japanese-U.S. relations.

**Write:** Charles E. Tuttle Co., Rutland, Vt. 05701.

## Latest Customs Journals

The following new International Customs Journals are available at the standard price of $3 per hard copy, 65¢ for microfiche.

| | |
|---|---|
| Austria | PB 183 120 |
| East Africa Community | PB 180 280 |
| European Economic Community | PB 180 943 |
| EEC-Amended | PB 183 122 |
| Hungary | PB 183 121 |
| Morocco | PB 180 942 |

**Write:** Clearinghouse for Federal Scientific & Technical Information, U.S. Department of Commerce, Springfield, Va. 22151 (Attn: Code 410.11.)

## Crude oil import figures

Statistics on U.S. imports of crude oil by country of origin are now available for 1959-1968, according to the Commerce Department's Petroleum and Coal Division. The tabulations, prepared from Bureau of the Census data, include quantities in barrels and values in dollars.

The 10-year history is available without charge from the Petroleum and Coal Division, Office of Basic Materials, BDSA-673, Department of Commerce, Washington, D.C. 20230.



☆ U. S. GOVERNMENT PRINTING OFFICE 1969—341-962/42

# Calendar *for international traders*

**ATLANTA—May 7**—Second of 6 International Business Systems Seminars, Commerce Field Office, 9:30 a.m.-4 p.m. Sponsors: Commerce Field Office, Georgia State College.

**BOSTON—May 8**—Joint Export Association program meeting, International House, Int'l Center of New England, 9:30 a.m. Sponsors: Commerce Field Office, REEC, Int'l Center of New England.

**CHICAGO—May 6**—Automotive Exporters' Club of Chicago, Builders Bldg.

**CHICAGO—May 7**—In-Office Meeting, Commerce Field Office.

**CHICAGO—May 8**—International Trade Club of Chicago, LaSalle Hotel.

**CHICAGO—May 14**—Canada Day in Chicago, Furniture Club of Chicago, 12 noon. Sponsors: Canadian Club of Chicago, Canadian Consulate General, Chicago Assn. of Commerce & Industry.

**CHICAGO—May 22**—In-Office Meeting, Commerce Field Office.

**CLEVELAND—May 11-14**—34th International Marketing Congress, Sheraton-Cleveland Hotel.

**CLEVELAND—May 22**—Annual World Trade Conference, Sheraton-Cleveland Hotel.

**CLEVELAND—May 28**—Basic Export Workshop, Commerce Field Office, 10 a.m.

**DAYTON—May 7**—Sixth of 8 weekly export trade workshops, "Promotion & Advertising Overseas," Rm. 310, Kennedy Memorial Union, University of Dayton. Sponsors: Commerce Cincinnati Field Office, REEC, Chamber of Commerce, U. of Dayton.

**DETROIT—May 6**—Export Seminar, Rm. 445, Federal Bldg., 9:30 a.m. Sponsor: Commerce Field Office.

**DETROIT—May 15**—World Trade Club meeting, Pick-Ft. Shelby Hotel, 6 p.m.

**DETROIT—May 20**—Export Seminar, 445 Federal Bldg., 9:30 a.m. Sponsor: Commerce Field Office.

**DOYLESTOWN, Pa.—May 12**—International Trade Development Assn. of Bucks County monthly meeting, Conti's Cross Keys Inn, 5:30 p.m. Topic: Trading in Eastern European Countries. Speaker: Hugh M. Hyde, pres., Johnson Publishing Co.

### Calendar deadline

Information for publication must be received three weeks before the date of the announced event. Include time, place, sponsoring organization and special topic, if applicable. Meetings must be open to the public in order to be publicized in this space. **Write:**

**Managing Editor,**

**International Commerce**

**BIC-204**

**U.S. Department of Commerce**

**Washington, D.C. 20230.**

**GRAND RAPIDS, Mich.—May 23**—Western Michigan World Trade Club, Spring Lake Country Club.

**HONOLULU—May 21**—Export-Import Workshop, Rm. 286, Alexander Young Bldg., 10 a.m. Sponsors: Commerce & Small Business Administration Field Offices.

**MARION, Ill.—May 7**—Conference on Opportunities in World Trade, Ramada Inn, 10 a.m. Sponsors: Commerce St. Louis Field Office, REEC.

**NEW YORK—May 6**—Second of 8 International Business Marketing-Management lectures, Zeckendorf Campus, Long Island University. Sponsors: Commerce Field Office; REEC; College of Business Administration, Long Island U.

**NEW YORK—May 7**—Third of 7 lectures on Planning & Organizing for International Trade, Zeckendorf Campus, Long Island University. Sponsors: Commerce Field Office, REEC, College of Business Administration, Long Island U.

**NEW YORK—May 8**—Third of 8 lectures on Documentation, Zeckendorf Campus, Long Island University. Sponsors: Commerce Field Office, REEC, College of Business Administration, Long Island U.

**READING, Pa.—May 14**—Reading Foreign Traders Assn. monthly meeting, Abraham Lincoln Hotel, 6 p.m.

**RIO PIEDRAS, P.R.—May 14**—First of 12 weekly classes, "Introduction to Int'l Trade," Rm. 238, Social Science Bldg., University of Puerto Rico, 8 p.m. In Spanish. Sponsors: U.S., Puerto Rico Depts. of Commerce; REEC; Pan American World Airways.

**ST. LOUIS—May 22**—World Trade Week program presented by Port of New Orleans, Stauffer's River Front Inn, 6 p.m. Sponsor: World Trade Club of St. Louis.

**SAN FRANCISCO—May 7**—Export Finance & Insurance Seminar, Rm. 13216B, New Federal Bldg., 9:30 a.m.

**SAN FRANCISCO—May 21**—General Export Seminar, Rm. 9207, New Federal Bldg., 9:30 a.m.

**SAN FRANCISCO—May 21**—FCIB Roundtable Conference on Int'l Credit, Collection, & Exchange Problems, San Francisco Hilton Hotel.

**TOLEDO—May 14**—Export Roundtable Workshop, Chamber of Commerce, 2 p.m.

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